

CHEMIST & DRUGGIST

newsweekly for pharmacy

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LINUS brand

Pure
**VITAMIN
C
POWDER**

**Into Europe:
problems face
o-t-c industry**

**FPA to launch
own-brand
contraceptives**

**'Patients want
prescriptions'
survey shows**

**Public spend
more on
medicines**

Resale Price Maintenance

In accordance with the ruling of the Court of Restrictive Practices, Nicholas Products Limited make it a condition of sale of their Proprietary Medicines* that their retail selling prices are maintained.

This condition of sale is clearly stated in our price lists and applies to all Proprietary Medicines* supplied direct to the retail trade or indirectly through wholesalers. The ready co-operation of the vast majority of our customers in this connection is appreciated by the Company and by the Trade. Nicholas Products Limited will take all steps necessary to ensure that their rights on price maintenance, granted by the Court, are observed.

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NICHOLAS PRODUCTS LIMITED
SLOUGH SL1 4AU

CHEMIST & DRUGGIST

114th year of publication Vol. 198 No. 4829

The newsweekly for pharmacy

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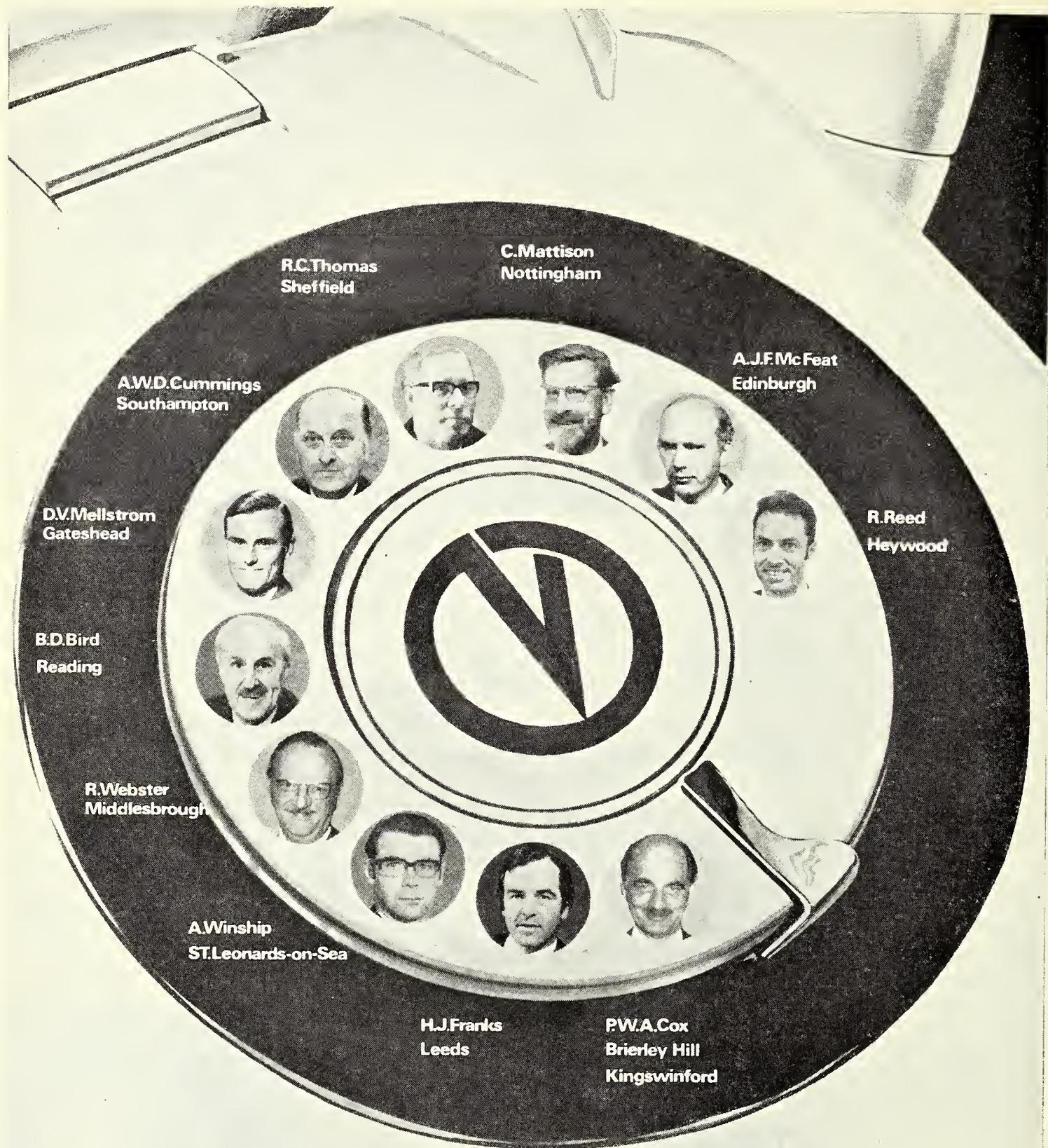
John C. Jackson

Production K. Harman**Published every Saturday by**Benn Brothers Ltd,
25 New Street Square, London EC4A 3JA
(01-353 3212) Telex 27844**Subscription Department,**Lyon Tower, 125 High Street
Colliers Wood, London SW19
(01-542 8575)**Midlands office**240-244 Stratford Road,
Shirley, Solihull, Warwicks
021-744 4427**Scottish office**74 Drymen Road,
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041-942 2315**North-east office**Permanent House
The Headrow, Leeds LS1 8DF
Leeds 22841**North-west office**491 Chester Road,
Old Trafford, Manchester M16 9HF
061-872 5151**Subscription Home and Overseas £8 pa;
£0·30 per copy (including postage)**Official organ of the Pharmaceutical
Society of Ireland and of the Pharma-
ceutical Society of Northern Ireland

Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

Mr. J. G. Coleman is one of 12 pharmace-
acists who have been appointed fellows
of the Pharmaceutical Society of Ireland
(p. 480)



Vestric People ^①

INTRODUCING:

some of our 34 managers, each an important member of the experienced teams serving the local needs of pharmacy, from centres throughout

the United Kingdom.
You will meet more later—
Vestric is at your service daily,
and we are as near as
your telephone.



The local pharmaceutical service
Head Office: Chapel Street
Runcorn, Cheshire, WA7 5AP

Households spent more in 1971 on medicines

The average weekly household expenditure for medicines and surgical goods rose from £0.168 in 1970 to £0.18 in 1971 according to the Department of Employment's Family Expenditure survey for 1971. However, the expenditure for toilet requisites and cosmetics dropped from £0.311 in 1970 to £0.28 in 1971.

Weekly expenditure on medicines and surgical goods for the three year period 1969-71 was £0.15. This remained at £0.11 for the periods 1964-66, 1965-67 and 1966-68, rose to £0.12 during 1967-69 and was £0.13 for 1968-70.

The expenditure for toilet requisites, cosmetics etc, also showed an increase over the previous period: £0.30 for 1969-71 as against £0.28 in 1968-70, £0.25 in 1967-69, £0.24 in 1966-68, £0.22 in 1965-67 and £0.21 in 1964-66.

Average weekly expenditure for the two-year period 1970-71 was highest in the South-east, £0.18, as opposed to £0.16 in East Anglia, £0.14 in West Midlands, £0.15 in East Midlands, £0.14 in North West, £0.14 for Yorkshire and Humberside and £0.13 in the North.

It was again highest in the South-east area for toilet requisites and cosmetics during 1970-71 (£0.37). This figure dropped to £0.32 for East Anglia, was £0.34 in the West Midlands, £0.28 in East Midlands, £0.30 in North West, £0.29 in Yorkshire and Humberside and £0.29 for the North area. The average total household weekly income in 1971 was £38.48 (Department of Employment Family Expenditure Survey report for 1971, £2.40).

Soft drinks review

The Food Standards Committee has been asked by Ministers to carry out a full review of the Soft Drinks Regulations—which lay down compositional and labelling requirements for soft drinks, including low-calorie soft drinks and soft drinks for consumption by persons suffering from diabetes.

Anyone wishing to make representations should send them to The Secretary, Food Standards Committee, Ministry of Agriculture, Fisheries and Food, Room 419, Great Westminster House, Horseferry Road, London SW1P 2AE.

Go ahead for pharmacists' VAT scheme

The second VAT Bulletin which appeared this week would appear to set the seal of approval to the chemists' modification of Scheme 1 for accounting for value added tax. The modified scheme was described in *Chemist and Druggist*, September 9, p 381, at which time the "special method" was awaiting official approval. Further details are given below:

In calculating their output tax, pharmacists will be allowed to deduct from their gross takings:

- All payments received from customers or the Department of Health in respect of any supply described in group 14 of schedule 4 to the Finance Act 1972, and
- The total amount which zero-rated goods (other than those supplied as above) received during the period are expected to realise when sold, after allowing for losses, special offers, etc.

Modified scheme I applies where standard rate supplies are not distinguishable at the point of sale from zero-rate supplies but zero-rate supplies do not amount to more than one-tenth of total turnover.

Records needed are:

- A. Daily gross takings for supplies of goods and services at the standard rate and the zero-rate. Separate totals are not required.
- B. Receipts of zero-rate goods for retailing received in each tax period, showing the amounts the goods are expected to realise (after allowing for losses, special offers, etc.) when sold to customers.

C. Supplies of goods under written hire purchase, credit sale or conditional sale agreements.

(Note: C does not enter into the special scheme calculations but is added into the output tax calculation later.)

The Bulletin gives this ex-



Richardson-Merrell's sales manager, Barry Ward, BPharm, MPS, (right) presents the company's "Salesman of the Year" award to Cyril Brough who covers Cheshire and the North-west.

ample of a special scheme calculation:

Every tax period

1. Add up for whole tax period Total gross takings, say £24,000;
2. Deduct B (say £2,000) from A, £24,000-£2,000 = £22,000;
3. Calculate the VAT fraction of the net amount resulting from 2 to find the output tax, £22,000 × 1/11 = £2,000 (with a tax rate of 10% the fraction is one-eleventh).

Output Tax

Special scheme output tax, £2,000; Output tax on hire purchase, credit sale and conditional sale supplies, say £100. Total output tax due £2,100.

Toiletry sales higher

Manufacturers' total sales of toilet preparations at current prices in the second quarter of 1972, at £44.9m, were 21 per cent higher than in the corresponding quarter of 1971, according to the latest *Business Monitor*.

The largest increase of sales in the home market compared to the corresponding quarter of 1971 was shown by hair preparations, with sales to all outlets rising to £12.96m from £9.48m. Sales of make-up and dental preparations increased by 27 and 26 per cent respectively. Export sales of toilet preparations at £5.51m increased by 6 per cent.

If an allowance is made for an increase of 10 per cent in wholesale prices, it is estimated that the total volume of sales of toilet preparations in the second quarter of 1972 was 11 per cent greater than in the corresponding quarter of 1971.

FPA to sell own-brand contraceptives

Own-brand contraceptives. They are what the Family Planning Association aim to sell as from mid-October. The association is setting up its own limited liability company—FPA Sales—and will initially sell two packs.

Condoms under the trade name Forget-me-not will be sold in packs of two or ten and there will be a twin pack of spermicide and condoms (three of each to the pack) to be called Two's Company.

Mr Caspar Brook, director of the FPA said: "Our aim is to take the furtiveness out of buying."

"Initially we will distribute supplies through our own clinics and by mail order. Once we see how that goes we will then seek other outlets." Newspapers and other press media will be used to advertise the contraceptives.

Defending the setting up of the new company Mr Brook continued: "Our whole national executive is entirely behind us on this."

Scale stolen?

Bristol police have been unable to trace the owner of an Avery scale (class 2) recovered during a drugs raid in the city. They suspect it may have been stolen from a pharmacy.

The scale is white and carries the serial number 2028. Information, please, to Bristol police, telephone Bristol 22022, extension 2167.

'Potteries' to have a 90-minute ethicals service

A 90-minute service for ethicals, standard drugs and drug tariff sundries is the aim of a new service by Vestric Ltd to chemists in the Potteries due to begin next Monday.

This satellite depot at Sneyd Green, near Burslem, Staffs, will serve customers within a 20 mile radius of Stoke-on-Trent. The development will be an extension of the services of the company's branch at Kingswinford which has served the area for some time.

The new unit is being introduced as a result of Vestric's increasing business with customers in the area.

Through the organisation of the telephone sales calling times and the van delivery schedules, it is intended that customers, even those at the very end of a delivery run, should receive their orders within 1½ hours of telephoning Sneyd Green.

Kingswinford branch telephone sales staff will telephone customers of the Sneyd Green depot area in respect of over-the-counter products. The non-dispensing orders will be dispatched to the new depot by feeder-service vehicles and delivered to the customer with their ethicals deliveries.

The telephone number is: Stoke-on-Trent 86926.

Manager of the Sneyd Green development will be Mr John Baseley who joined Vestric in 1969 after extensive experience in pharmaceutical wholesaling.

Hieronymous at large

Mr George Teeling-Smith, director of the Office of Health Economics, is offering £10 reward to the finder of his four-year-old parrot, Hieronymous.

The African grey parrot flew off about four weeks ago from Kensington.

Mr Teeling-Smith told C&D that the parrot's wings are clipped regularly and before he flew off he was only hopping about the house. "The parrot tricked me into believing he didn't need them cut."

The parrot boasts a fair vocabulary including his own name and the BBC radio time signal.

Hieronymous was still at large earlier this week but a sighting was reported in Dulwich, south-east London.

Addiction to narcotics jumps 8.7 pc

The number of narcotic drug addicts in the UK known by the Home Office to be receiving narcotic drugs at December 31, 1971, was 1,555—an increase of 8.7 per cent over the total (£1,430) for 1970.

The 1971 figure comprises:

- 1,161 addicts receiving methadone, of whom 229 were also receiving heroin (1970: 992, with 254 addicts also on heroin)
- 156 addicts receiving heroin, either alone or in combination with drugs other than methadone (1970: 183)
- 238 addicts receiving drugs other than methadone or heroin (mainly morphine or pethidine) whose addiction is mostly of therapeutic origin (1970: 255).

The number of addicts known to be receiving heroin at the end of 1971 was 385, compared with 437 at the end of 1970.

The figures are based upon statutory notifications under the Dangerous Drugs (Notification of Addicts) Regulations 1968, which require doctors to notify particulars of addicts whom they attend, and upon the examination of prescription records.

Convictions for offences involving drugs controlled under the Dangerous Drugs Act 1965 numbered 10,844 (8,800 in 1970). These resulted from 12,293 prosecutions (9,879 in 1970).

Cannabis accounted for 9,219 convictions (7,520 in 1970).

Convictions for offences involving drugs controlled under the Drugs (Prevention of Misuse) Act 1964 numbered 5,516 in 1971, of which 1,601 were for LSD offences. In 1970, convictions totalled 3,885 (757 for LSD offences).

The number of persons found guilty of offences involving drugs controlled under these Acts was 11,712; the corresponding figure for 1970 was 9,160.



Part of Vestric's Sneyd Green depot

Free family planning advice for Cheshire?

A £60,000 plan to provide free contraceptive advice to all residents in Cheshire could start on April 1 next year if Cheshire County Council approves a proposal of its health committee. A further £6,000 will be set aside for publicity.

This would be the first family planning service on a county wide basis.

Dr Duncan Dalton, the county's assistant medical officer of health, said the family planning service at present ran on an agency basis could be dealt with directly by County Council-employed doctors and nurses.

Analgesics move in Belgium

A Royal decree issued in Belgium imposing severe restrictions on the sale of paracetamol and phenacetin produced a reaction of surprise this week from British manufacturers.

The decree means that Belgians may obtain packs containing more than 4.5g of the drugs on prescription only. Packs containing less than that amount must carry the warning: "Prolonged use of this medicine may induce severe kidney damage. Do not use for more than 10 days without prescription."

The association between kidney damage and phenacetin is well known but a similar situation with paracetamol (a metabolite of phenacetin) has

not been established.

A spokesman for Winthrop Laboratories commented to C&D: "We can see no justification for this at all." The company have taken the matter up with Belgian authorities.

Liver damage, but not nephrotoxic effects, are known to follow the ingestion of excessive quantities, eg. more than 15g of paracetamol.

When the chemist is closed . . .

Newsagents' extended hours are put forward as a good reason for them to stock cough and cold remedies in the September 15 issue of *National Newsagent*.

An advertising feature is introduced in these terms:

"Pharmaceutical companies all over the country are well aware that before chemists open, and after they close in the evening, cold-sufferers will pop into the newsagent's shop—and find a wealth of products to warm their hearts and clear their aching heads."

Death of R. H. Drain

Mr R. H. Drain, a member of the National Pharmaceutical Union Executive Committee since April 1971, died on Tuesday. Mr Drain was also secretary of the Ipswich and Suffolk Branch of the Pharmaceutical Society.

The funeral is at Chancery Methodist Church, Kingfisher Avenue, Ipswich at 1.30 pm on Friday, September 29. Flowers, or donations to the Cancer Research Fund.

COMPANY NEWS

Unichem enter business brokerage

Unichem Ltd have initiated a service to introduce prospective buyers and sellers of pharmacies.

Peter Dodd, managing director of Unichem, believes that it is becoming increasingly apparent that the better pharmacies are not reaching the general market when the owners decide to dispose of them. "This results in the multiples, often those allied also with wholesale organisations, snapping up the cream, in spite of the fact that there are a large number of young and energetic pharmacists with ample financial resources, who are denied the chance of making an offer."

He adds that recent events had tended to weaken the position of the independent pharmacist and the loss from the independent ranks of many worthwhile businesses steadily eroded the strength of the private man. In an attempt to obviate that trend continuing they had established a brokerage service for customers, which was now gaining increasing support.

He asks pharmacists who have businesses with annual turnover in excess of £35,000 to dispose of, to give Unichem, as "honest brokers", first chance to put them in touch with a prospective purchaser, and "thus ensure that the pharmacy is not one more victim of the menacing hordes of big business".

"The service," he states, "is conducted with the utmost confidentiality and buyers will be entirely free to negotiate a fair price. Unichem makes no charge for this service."

Macarthys' future by Sir Hugh

In his address at the annual meeting of Macarthys Pharmaceuticals Ltd last week, the chairman, Sir Hugh Linstead, said figures indicated the success of the group's reorganisation, the potential growth inherent in the group and the quality of the executive management. "These assets have

enabled us in a year when external trading conditions were not particularly favourable to increase significantly our share of the market."

Sir Hugh added that an export market was opening up for their veterinary products which they were already exploiting. They also had opportunities of expanding their export sales of renal dialysis fluid. "The expansion of our agency business for prescription medicines, by the provision of a medical representation service will be welcomed by overseas manufacturers and will enable us to offer them a complete distribution organisation. By the selective acquisition of established branches in modern shopping centres and with substantial sales areas, we are ensuring a steady and profitable expansion of our retail division."

So far as wholesaling was concerned the two new depots which are to be opened in 1973 will become profit producing in 1974, while the development of specialist depots serving hospitals only should, on the basis of our experience at Bayswater, give better opportunities of competing in this "specialised but substantial market".

Glovers get formal offer

A formal offer from Associated British Malsters Ltd for Glovers (Chemicals) Ltd has been posted to Glovers shareholders. The offer is recommended by the Glovers directors and has been irrevocably accepted by them and certain other shareholders with a total of 14 per cent of the capital.

The offer gives Glovers shareholders an increase of one-third in both capital value (over the price before the bid) and in their dividend income.

Squibb open new laboratory

The important role in the pharmaceutical industry of development work, as distinct from pure research, was stressed by Lord Cohen of Birkenhead when he officially opened the new laboratory which adds 28,000 sq ft to the existing complex of E. R. Squibb & Sons Ltd, at Moreton, Cheshire.

He reflected on the great strides that he had seen during his lifetime through new medicines, many discovered in academic laboratories but later developed at considerable expense and risk by the industry.



Randall Hurley, BBC Radio, Leeds (left) interviewing (left to right) Messrs O. K. Fodstad and Vogt-Lorentzen, joint managing directors of Norema, and J. Horrocks, managing director, Nordia UK, at the official opening of the new Nordia headquarters in Leeds (story this page)

Whilst there were other factors which had helped in building a healthier society it was right to acclaim the industry for its contribution.

A description of the laboratories which will function on an international basis, was given in *Chemist & Druggist*, September 2, p 327.

New showrooms for Nordia

William Mason & Son Ltd, Leeds, now a wholly-owned subsidiary of Norema Ltd, Oslo, have opened new offices and showrooms for their Nordia shopfitting at Gelderd Road, Leeds. The official ceremony was performed by the Norwegian Ambassador to Great Britain.

Nordia was the brainchild of three Norwegian resistance fighters who met during their country's occupation. Today only Mr W. Henrichsen, chairman, and Mr O. K. Fodstad, managing director, are left from the original trio who made Norema one of the largest firms in the world designing and manufacturing shopfittings.

William Mason & Son were taken over by Nordia in 1970.

Steetley's joint German venture

Steetley Co Ltd and N. L. Industries Inc, have agreed on new arrangements for their joint venture Abbey Chemicals Ltd.

Steetley's holding in the UK-based Abbey Chemicals will be reduced from 48 per cent to 30 per cent and Steetley will acquire a 30 per cent holding in the German com-

pany Bentone Chemie GmbH, who have recently built a new plant at Nordenham, near Bremerhaven, to manufacture a similar range of products to meet the higher demand from Germany.

In addition to the UK and German plants, Steetley and N. L. Industries, Inc, through Abbey Chemicals hold a 48 per cent interest in the French company Bentone-Sud SA.

Cussons setback was 'temporary'

The indications are that the set back suffered in the latter half year by Cussons Group Ltd was temporary, the chairman, Mr. S. H. Cussons, reports.

He believes that given reasonable trading conditions the earlier trend towards improved profitability will continue. He feels a sound base has been laid upon which the prosperity of the company can be built.

Included in the account for the 53 weeks ended April 2 are exceptional expenses of £65,894 which have arisen on the withdrawal from distribution of a bought-in product; the amount forms part of a claim against the supplier. Cussons was advised to withdraw the product from the market.

LRC outlook is 'good'

The annual meeting of LRC International Ltd was told by the chairman, Sir Edward Howard last week that the group had made a good start to the year and the outlook was good also.

Several new drugs developed
Continued on p 464

Continued from p 463

were in the process of being submitted to the Food and Drug Administration in the US for approval and the directors were confident of a satisfactory outcome.

In that case the R and D effort of the past years would start to show increasing rewards.

In brief

Mr C. W. Scott, FPS has sold his business at 614 Kingston Road, London SW20 to Mr J. G. Goldsworth, MPS, who is now trading under his own name. Mr Scott has purchased the business of A. J. Borthwick, 10 Market Place, Selkirk.

Coleman & Co Ltd are reorganising and extending their production area at Norwich. The cost of the development is over £350,000 and will involve the demolition of some buildings, the building of new sections, and the reorganisation of activities in existing buildings.

Scottish Chemists' Manufacturing Co Ltd have moved their offices to Prudential Chambers, 2 St Andrew Square, Edinburgh EH2 2BG (Telephone: 031-556 8613). Goods to 7 West Register Street, Edinburgh EH2 2AQ.

Willows Francis Ltd have declared a final dividend of 7½ per cent making 10 per cent for year to June 30, (5 per cent.). Group net profit is £90,437 (£81,079) after tax.

Crookes Anestan Ltd have now moved from Basingstoke to Nottingham. Address: PO Box 94, 1 Thane Road, West, Nottingham NG2 3AA.

P. C. Cahill & Co Ltd are moving to new offices and warehouses on October 2. The address is PO Box 601, Chapelizod, Dublin 20 (telephone: Dublin 366661).

Appointments

Elga Group: Mr David Moreau becomes chairman of the Elga group of companies succeeding Elga's founder, Mr Walter Lorch.

CIBA-Geigy Chemicals Ltd: Dr Hans A. Kindler, who joined from CIBA-Geigy's pharmaceutical division, has at the age of 34 been appointed managing director in succession to Dr H. U. Meister.

E. Moss Ltd have appointed Mr Barry M. Andrews, BPharm, MPS, an executive director. He joins Mr Duncan Watts, MPS, in the retail administration of the company.

Seton Group: Mr John Savin has been appointed management services manager with the Seton group of companies of Oldham.

PEOPLE

Mr Frederick J. Whelan, MPS, in business at 8 High Street, Standish, Wigan, for 16 years, has retired.

Mr Whelan was a member of the council of the Guild of Public Pharmacists and secretary of the staff side of the Whitley Council in addition to being convenor of the pharmaceutical advisory committee of the Sheffield Regional Hospital Board.

Miss Ellen Attenburrow, MPS, Melton Mowbray, Leics, who this year presented a trophy for the winner of the highest points in the flower arrangement section of the local chrysanthemum and dahlia society, entered the section and was herself the winner of her own trophy.

Marriages

Land-Bates: On September 16, at Calverley Parish Church, Pudsey, near Leeds, Brian Haldane Land, MPS, to Sheila Margaret Bates, MPS. Both work at Leeds General Infirmary.

NEWS IN BRIEF

□ The general index of retail prices in August was 165·5 (January 1962=100) compared with 164·2 in July.

□ Total sales and work done by pharmaceutical establishments in the UK during the first quarter of the year totalled £136m against £127·89m in the first quarter of 1971.

□ The provisional total value of sales and services of the photographic and document copying equipment by UK manufacturers in the second quarter of the year was £14·12m against £16·51m in the first quarter.

□ The annual report of the Nuffield Foundation which gives details of grants made during 1971 shows that a sum of £8,300 was made for laboratories for clinical neuropharmacological work in the new department of neurology at King's College Hospital Medical School, London.

Topical reflections by Xrayser

Twenty-four-hour service

At one of the professional sessions of the Conference at Keele a good deal of discussion centred round a means of providing a pharmaceutical service of some kind throughout twenty-four hours of each day. It is not a new subject and, indeed, in my early days in pharmacy a number belonging to the generation before my own had been cogs in the wheel of such an undertaking.

It was the practice in some cities for one assistant—not necessarily qualified—to remain on the premises when the door closed for the day at 9 or 10 pm and those more fortunate took their departure for home or whatever form of entertainment might have offered at such an hour. There was a bed of sorts, and the assistant settled down for the night, disturbed, I was told, on rare occasions by a door-bell. More often than not, nothing happened, and when the day-staff returned at 8 am, the night-bird was allowed two hours for breakfast before returning to the fold for a normal day's work.

The practice ceased, and about thirty years later some of the large cities were offered a service by a large company whose proud boast it was that the door was never closed. That also fell into abeyance for a variety of reasons, and now there appears to be a demand, not from Government, not from the public, but from pharmacy itself to try again.

And reading your report of the proceedings, it seems to be prestige which is prodding pharmacy to don the hair shirt. Many suggestions were put forward for accomplishing the self-imposed task. Some were complicated, some less so. Mr Albert Howells thought that in city areas the Treasury should pay for a consortium out-of-hours service, or that there should be a salaried night-duty service. But if that were successful, the Treasury might, logically, think that there was something to be said in favour of a salaried day-service too, and that might not be acceptable to contractors in general. On the whole, I think the matter is one to be approached with extreme caution.

Hospital

Mr G. Calder, a regional pharmacist, also made reference to out-of-hours service, suggesting that the hospital pharmacy might provide it, with hospital and general practice pharmacists taking part. That seems, at first sight, a promising avenue, particularly as it would be easily understood by the public and quickly accepted.

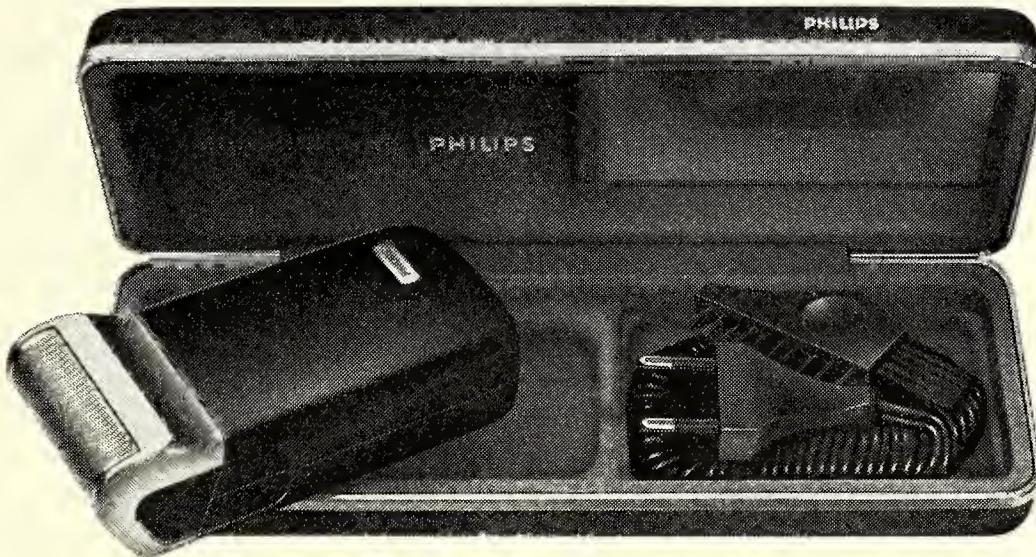
But there are physical limitations to the hours of work in such a field as pharmacy, and lengthening the day by undertaking late evening duty could lead to a state of exhaustion fraught with danger. I remain unconvinced that there is need of such a service.

Pollution

The Conference lecture by Dr David Train, "Pollution in Perspective," provided some extremely interesting material concerning the Thames. That mine of information, William Kent, quoted a member of Parliament saying in 1858 that they had built on the banks of the Thames a magnificent palace for legislature, "but how could they direct the attention of any foreigner to it when he would be welcomed by a stench that was overpowering?"

There is still a long way to go before we reach the "silver streaming Themmes" of Spenser, and industry must be compelled to play its part, no matter the cost.

Philips already have half of the electric shaver market.



Now we're going after the other half Philips XTR 7.

The Philishave range may have nearly 50% of the market, but for us that's only half the story and we're planning to make inroads in the other 50% with a very remarkable new shaver - The Philips XTR7. This shaver has a revolutionary angled chrome steel foil head which is guaranteed for a full year.

It gives a very close, very comfortable shave for the man who feels the foil headed shave is the one he's looking for.

The recommended price is £13.25. In the luxury price bracket - but then we think a technically perfect shaver that feels solid and shaves comfortably close is worth the extra money.

Here's how we're going after the other half:

Powerful, hard-selling advertisements in the National Press are going to launch the XTR7 to all your customers - starting October 23rd. So take a look at the chart and get ready with your order book.

The campaign you see detailed opposite will cover 80% of the target market (ABC1 men) throughout the country. And each man will have more than 6 opportunities-to-see the advertisement. So the total gross impacts will be a huge 66,800,000 opportunities.

PUBLICATION	DEPLOYMENT							
	October 23	October 30	November 6	November 13	November 20	November 27	December 4	December 11
Sunday Express			●		●		●	
Sunday Times		●	●		●		●	
Observer Colour Magazine	●		●		●		●	●
Radio Times		●		●		●	●	
Weekend Telegraph	●		●		●		●	
Punch		●		●			●	●
Country Life			●		●		●	●
Illustrated London News		●			●		(Dec)	
			(Nov)					



PHILIPS

We want you to have the best.

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Beecham's Midlands launch

October 1 sees the launch of Beecham's headache tablets in the Midlands. Beechams are already well established in the £20 million analgesic market with Beecham's powders and Phensic which already gives them 24% of the total analgesic market. However, Beecham's claim there is no analgesic on the market specifically formulated and marketed for complete headache relief. It is this gap in the market worth approximately £5 million at RSP that Beechams are seeking to exploit with their new product.

The tablets contain paracetamol and caffeine and are packaged in two sizes—18 tablets (£0.19) wrapped in a boxed foil carton, and 50 tablets (£0.49) in a plastic Securitainer drum. There is also a range of display material echoing the pack design (Beecham Products (UK), Great West Road, Brentford, Middlesex).

Cosmetics and toiletries

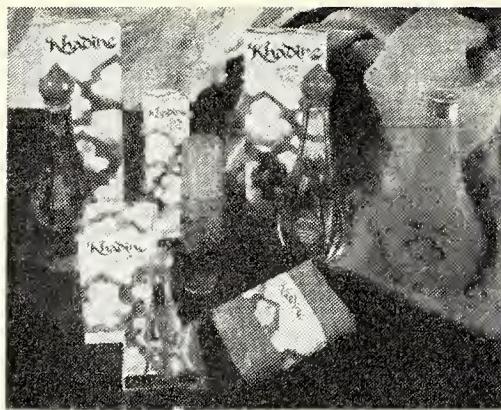
Inspiration from the East

Khadine is the name of a new Yardley perfume which contains spices of clove and pepper, otto of rose, jasmine and lily of the valley together with sandalwood, vetivert and patchouli. They have launched a group of Khadine products with a perfume (£1.25), mini-spray (£0.69), foam bath (£0.77), talc (£0.37), soap (£0.22) and Cologne (£0.87). The packaging for Khadine, which means beloved companion in classic Arabic, follows an 'Eastern look' with muted mauve colours and bottle which have miniature 'minaret' type caps (Yardley Ltd, 33 Old Bond Street, London W1).

Recital from L'Oreal

L'Oreal have just launched Recital, a shampoo specially developed for use on colour-treated hair. The pack of Recital colourant and is, say L'Oreal, designed to keep colour treated hair in peak condition, as well as making hair easy to comb and set after shampooing.

The new shampoo will be available in a single application size sachet (£0.07½) and there will be a special introductory offer



at 2½p off to consumer. A free goods bonus will be in effect on orders of Recital Shampoo until October 20 (L'Oreal, 18 Bruton Street, London W1A 1BX).

Movie star looks

Two new lashes have been added to the Miss Eylure range of real hair and wash and ready to wear false eyelashes. Called Movie Greats, (£0.59) they are both named after well known films. Camille is a European hair lash available in soft black and brown and Gigi is a longer European hair lash finely spiky, also available in either soft black or brown (Eylure Ltd, Grange Industrial Estate, Cwmbran, NP4 2XR).

Improvements to Lux

Features of the new Lux Beauty soap (£0.10½) launched recently by Lever Brothers include a new shape for easier stacking, a new range of colours, an improved perfume and a satin-finish wrapper (Lever Brothers, Port Sunlight, Cheshire).

Lip conditioner in a pot

Coty have added new shades for the Autumn to their range of Honey Pots and Smudge Pots. They have also introduced Honey Pot lip conditioner (£0.55) which is a colourless lip conditioner in a pot. It contains hydrolysed protein and, says Coty, is excellent for chapped lips.

The new shades in the Honey Pots range for the lips are Cherryshine, Pansyshine, Plumsyshine and Honeyshine (£0.45). Deep blue, Deep teal and Deep violet (£0.45) are the additions to the existing Smudge Pot colours for eyes (Coty Ltd, Coty House, 3 Stratford Place, London W1N 9AE).

Children's soaps and talcs

Following the introduction of Rupert and Parsley soaps and talcs, Morny have now added Larry the Lamb soap and talc to their range of toiletries for children. Two Larry the Lamb soaps are wrapped in foam and presented in a carton featuring cut-out stand-up figures of Larry and some of his Toytown friends (£0.50). Larry the Lamb talc comes in a sprinkler container decorated with a Toytown dockside scene (£0.38) (Morny Ltd, 17 Old Bond Street, London W1X 4AY).

Rinse for dry hair

Wella have introduced Almond Creme rinse (£0.35) for dry hair to complete their trio of hair rinses. The other two in the range are Herbal for difficult or over-treated hair and Lemon for greasy hair. All three are presented in new, slim, white

bottles with the flip-top for easy use and each bottle is enough for ten treatments.

The new rinse contains almond oil and Wella recommend it for hair which is dry, flyaway with static electricity or liable to tangle (Wella Ltd, Wella Road, Basingstoke, Hants).

New shades of lipstick

Two new shades of lipstick have been added to the Whipped Creme range (£0.55) from Max Factor, Red Chili—a bright, pimento red and Silky Lilac—a dusky, lilac pink. The newcomers have the same soft texture as the other lipsticks in the collection and are also presented in a tortoise-shell and gold case (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).

Colour-cum-setting lotion

Ten Day colour set is the name of a new range of setting lotions plus colouring action from the Eugene division of Ashe Laboratories. It is available in a choice of six shades, white silver, pearl grey, honey brown, chestnut, brunette and lightener. Easy to apply and, say the manufacturers, quick-drying on all kinds of hair, these colours are combined with an effective setting power (£0.11).

The display pack of two dozen phials comprises four of each shade and a replacement pack of one dozen of any one shade is available (Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey).

Pine foam bath sachet

Beauty Without Cruelty have added to their range a pine foam bath sachet. It contains pine essence blended with coconut and palm kernel oils, "together with nourishing seaweed and a total of 18 exotic herbs".

The Pine Foam Bath comes in an easy to open polythene sachet containing 15cc (£0.06) (Beauty Without Cruelty Ltd, 49 Upper Montagu Street, London W1H 1FQ).

Water colour eye kit

So that girls can mix their own shades Miners have introduced Water Colours (£0.41) which is a box containing five colours, a pearly mixer and a brush. Separate Water Colours are also available (£0.16). They have also brought out Eye Paint, vivid colour (£0.23) which, they say, is both long-lasting and non-streaky. Eye Paint comes in bright blue, violet, peacock and lime (Miners Make Up Ltd, Hook Rise, Surbiton, Surrey).

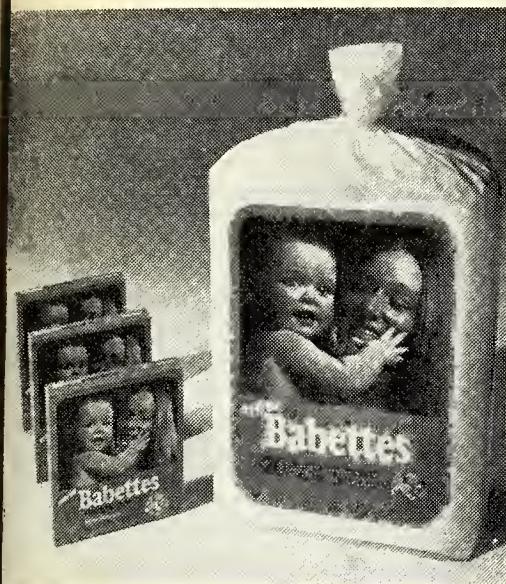
New Hoodwinks pack

Cardinelli are introducing bright new packaging for their Hoodwinks range of eyelashes which now has 20 styles plus underlashes. The "fantasy" theme on the pack is carried right around the pillow-shaped carton and is in full colour (Cardinelli Ltd, 339 Green Lanes, Harringay, London N4 1EA).

Baby care

Babettes go national

Babettes disposable nappies (£0.27 for a 20 pack) and nappy pants (£0.21 per pack) are being launched nationally by



Bowater-Scott after extensive test marketing.

The launch is being backed by a £90,000 advertising campaign which consists of full-page colour advertisements in *The Baby Book*, *Bounty Baby Book*, *New Mother* and *Mother*, in addition to six women's magazines. The campaign continues until May 1973.

In addition, two promotions designed to encourage consumer trial and further purchase are being finalised.

Floor standing units with headboards and shelf strips will hold one case of Babettes nappies and a case of the four assorted sizes in pants.

Introduced into Tyne Tees in 1970, Babettes had reached the position of brand leader in the region by 1971 with a 34·7 per cent market share (Bowater Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1).

Sundries

Tights for all shapes and sizes

Elbeo Ltd have launched Proportioned tights (£0·75) with two hip fittings for each leg length; six sizes in all. There is a choice of Corona (15 denier), Rhythmus (20 denier) and Adagio (30 denier) as well as a wide choice of shades.

Proportioned tights are seamless and have reinforced heels, round-the-toe seams, and a reinforced panty with knitted-in waistband and shaped gusset (Elbeo Ltd, Lenton Lane, Nottingham NG7 2NS).

Hand cream re-packed

Personality have re-packed their turtle oil handcream (£0·32). It is now available in a slim, unbreakable bottle with a gilt cap (Richards and Appleby Ltd, 12a St George Street, Hanover Square, London W1).

Scholl suede spray

A suede protector spray (£0·50) is now available from Scholl. It contains a fluorochemical which, say the makers, makes suede resistant to stains and dry-soiling.

The new aerosol is the same yellow as other Scholl products. Swing tickets advising the use of the spray appear on all suede clogs by Scholl and packs of six cans contain a display outer bearing the slogan "protect suede against rain and stain". National advertising will support

the launch throughout October and November in women's weeklies (Scholl UK Ltd, 182 St John Street, London EC1 1DH).

Support tights launch

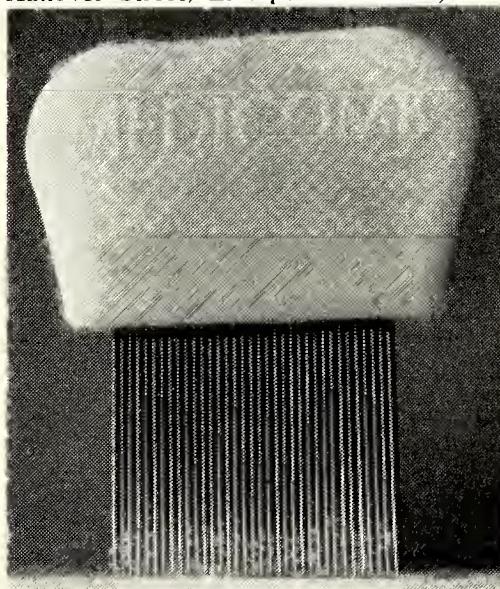
South Coast Hosiery is introducing Norlyn full support tights (£1·20) in an attractive hosiery box pack. The manufacturers claim Norlyn support tights help wearers to stand and walk longer by supporting the legs and by helping to alleviate strain. High denier Lycra is used with nylon 66 to give a sheer finish. They are available in two sizes, 36-40 in and 40-44 in and, say South Coast Hosiery, last up to five times longer than ordinary tights.

Point-of-sale display material is backed by informative literature and a repair service. They are being distributed by Global Pharmaceuticals Ltd, 62 Kenilworth Road, Edgware, Middlesex.

Clinical combs

Medicomb Ltd have produced a comb claimed to give maximum efficiency in eradicating head lice from the hair of both children and adults.

It is made up of 35 1½in teeth of Swedish steel. The teeth are moulded in a nylon handle with finger grip for firm combing. The Medicomb (£1·05) is packed in cartons of 5 combs complete with attractive showcard (Medicomb Ltd, Hanover Street, Liverpool L1 3DU).

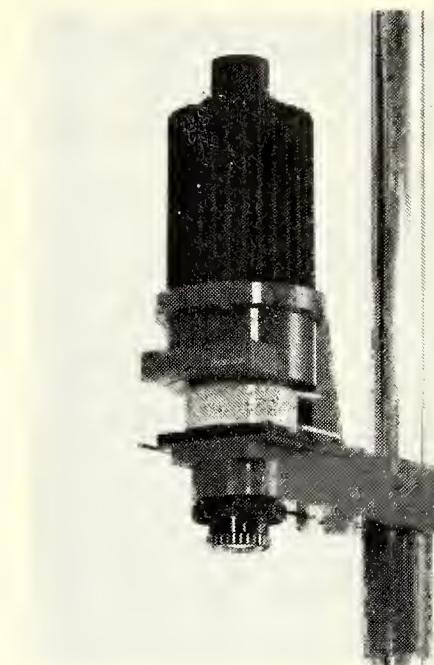


Photographic

An enlarger from Paterson

Paterson Products Ltd are showing three major additions to their range at Photokina in Cologne.

Radical design innovations, making full use of modern materials and techniques, are claimed for the Paterson 35 enlarger (£24·80) 35mm and 126 negatives. Features include: press-button release for easy height adjustment; tall column for 15 × 12in prints on the large base; virtual absence of light-spill from lamphouse (a fin-type heat elimination system has been devised); glassless film carrier and condenser with anti-ring glass pressure plate; colour filter drawer; magnetic corners for making borderless prints direct on base; and built-in red safety filter. The enlarger head is moulded in polycarbonate, a plastic which combines heat and impact resistance. The lens mount and focusing



thread are moulded in black acetal resin material which has friction-free properties. The base is in ABS.

A high quality 50mm f4·5 Paterson lens (£9) is available as an additional item.

Paterson anti-static wetting agent (£0·27) is designed to inhibit the collection of dust and dirt particles on films after processing. It is packed in 50-ml plastic squeeze bottle with drop-dispensing cap; recommended dilution is one drop for each ounce (or 25ml) of final rinse water in the tank.

Paterson have also introduced a range of texture screens, prepared negatives of texture patterns which are used with black and white or colour negatives during enlarging to produce a texture pattern combined with the subject. The screens are in 35mm and 2½in sq; two sets (£1·35 per set) are available each consisting of four different patterns (Distributors: Network Technical Distributors Ltd, 335 Hendon Way, London NW4).

PREScription SPECIALITIES

SAFAPRYN tablets

Manufacturer Pfizer Ltd, Ramsgate Road, Sandwich, Kent

Description Pink sugar-coated tablets containing acetylsalicylic acid 300mg in an enteric-coated core, surrounded by a layer containing paracetamol 250mg

Indications Long term treatment of chronic painful conditions such as osteo-arthritis, rheumatoid arthritis. Where mild analgesic and anti-inflammatory activity is required

Contraindications Allergy to acetylsalicylic acid or paracetamol

Dosage Transient minor pain: 1-2 tablets as a single dose repeated when necessary Chronic conditions: 1-4 tablets three or four times a day

Notes Tablets must be swallowed whole, not crushed or broken

Packs Securitainer of 250 tablets (£1·86 trade)

Issued October 2, 1972

PROMOTIONS

New Disprin display aid

A new display aid for Disprin is a blue logo based on their packaging design. It bears the sword symbol of the Reckitt & Colman pharmaceutical division, the name Disprin and the descriptive words "soluble aspirin". The logo incorporates an adhesive strip for easy attachment to display areas (Reckitt & Colman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS).

Free hairbrush offer from Roja

Roja are offering users of Twice as Lasting hairset a handbag-size hairbrush from September 11 by returning a leaflet from the specially prepared display material together with a proof of purchase in the form of six caps from the single application bottle. An intensive Press advertising campaign will continue to run throughout the promotion and a bonus will be in effect on Twice as Lasting orders until October 20 (Roja Laboratories UK Ltd, 30 Baker Street, London W1M 2S).

Haliborange support

The advertising campaign for Haliborange tablets commences October 9 to December 11 and again from January 8 to February 26 and will include both the national Press and women's magazines. The campaign also includes television which will consist of 30- and 15-second colour commercials on all ITV stations, screening at peak hours three times an evening. Each station will be showing at least 12 spots between October 13 and November 3 (Allen and Hanburys Ltd, London E2 6LA).

Display unit for Lem-Sip

The pharmaceutical division of Reckitt & Colman has introduced a display unit for Lem-Sip which holds three family size (10 sachets) cartons: four standard size



(5 sachets) cartons and three Junior Lem-Sip (8 sachets) cartons.

And during the autumn, advertising for Lem-Sip will take place from mid-October until Christmas. Three commercials will be used; two 30-seconds, one which features Junior Lem-Sip and one 15-second commercial (Reckitt & Colman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS).

Larger Remington campaign

Remington are using national Press, television and radio for their Autumn promotional programme. The advertising programme is the largest in the company's history and is more than 20 per cent larger than last year's pre-Christmas advertising campaign.

Three shaver models have been selected to spearhead individual promotions: the Remington Lektro Blade 26 shaver, the F2 Foil shaver and the new GT2 battery shaver. A regional campaign will back the F2 model and a total of 22 insertions in mass circulation publications is planned. A national press campaign allied to a Radio Luxembourg promotion will back the GT2 and altogether there will be a total of 24 insertions, directed at the young end of the market. The Lektro Blade 26 will be the subject of a 30-second colour commercial which will run on all channels from the end of October right through to Christmas (Remington Electric Shaver Division, Sperry Rand Ltd, Apex Tower, 7 High Street, New Malden, Surrey).

Ronson seasonal advertising

A new style advertising campaign to be launched by Ronson for Christmas will "be bigger than ever through a wider selection of media".

Campaign highlights will be a 30-second nationwide television commercial for Escort hairdryers which uses a "come dancing" theme with a specially written Ronson tango. Press support for the Rio, Rapide and Escort hairdryers includes full-colour pages and half-pages in *Cosmopolitan*, *Look Now*, *Petticoat* and *Woman's Own*.

Advertising for the Ronson electric shavers will appear in national papers such as the *Sunday Express*, *Sunday Times* and *Observer* colour magazines and *Daily Mail*. The campaign for the automatic toothbrush will run during November and December in the *Sunday Times*, *Observer*, *Guardian* newspapers and *She* (Ronson Products Ltd, Randalls Road, Leatherhead, Surrey).

Jewellery to be won

Jewellery amounting to £1,000 designed to the winner's own specifications is the first prize in L'Oreal's Elnett Satin consumer competition commencing on September 11. Second prize is £500 worth of jewellery and there will be 25 consolation prizes each worth £100 of jewellery all made to the winners' requirements.

Entry will be by leaflets available from specially prepared Elnett Satin display material and entrants will be asked to name five gems from a group of seven correctly, photographs of which will be shown in each entry leaflet. A slogan must be completed and each entry must be

accompanied by an Elnett Satin guarantee seal or button activator in the case of the 75g size.

The first prize winner earns a cash prize of £100 for the chemists where she obtained her entry leaflet, second prize wins £50 and each consolation prize winner earns the chemist £10.

A free goods bonus will apply on orders of the 130g and 245g sizes until October 20 (L'Oreal, 18 Bruton Street, London W1A 1BX).

Sweepstake from Lux

The launch of the new Lux beauty soap from Lever Brothers is being backed by a quarter of a million pound advertising campaign which includes television starting with nightly 30-second spots for an 11-week period.

Leaflets announce the improvements to Lux and each leaflet has a 'lucky Lux sweepstake' number written on it. Holders of the lucky numbers will be able to win £20,000 in prize money and there will be two prizes of £5,000 and 1,000 of £10. There will also be money-off recommended price offers, 2½p off large and 1½p off the small (Lever Brothers, Ltd, Lever House, 21 New Fetter Lane, London EC4).

Gift stamp scheme

Gift stamps for retailers is the theme of Richardson-Merrell's newly announced Winter trade programme. The specially designed stamps will be awarded on a points basis linked to a counter merchandiser carrying the full range of Vick Winter cold products.

Each Vick product carries a weighting on which stamps will be awarded according to the items on display when the company's representatives call. Heading the brand assault and carrying the biggest stamps loading is Sinex, which this season goes national after a successful Lancashire test market last year.

Gift catalogues and stamp savings books are being distributed and the stamps will be redeemed for gifts at the end of the Winter selling period (Richardson-Merrell Ltd, 20 Savile Row, London W1).

Dad's Army board game offer

Wander Limited, the Ovaltine company, have signed up with *Dad's Army* of television fame for an Autumn promotion in the form of a special offer board game "On Patrol with Dad's Army".

Primarily designed for children in the 8-12 age group and families, the game features the major characters and incidents typical of the television series and can be played by 2-6 players. The full-colour board with six different coloured counters and dice will be available in a presentation box for £1.40.

This game, however, will be available to purchasers of the Ovaltine range of products for a minimum price of £0.80 by collecting special paper tokens of six Dad's Army characters packed inside the tins. Each token has a nominal value of 10p off the price of the game and in the case of the 1lb packs of Ovaltine and Chocolate-Time Extra there is a double token with a value of £0.20. The consumer is entitled to collect up to six single

okens or three double tokens to obtain total maximum saving of £0·60.

Media support will be Press advertising in children's comics and a special page in the "Pictorial Supplement" (Wander Ltd, 22 Upper Grosvenor Street, London W1X 0AL).

Record success

Johnson Wax report outstanding success on their recent special free record offer with US herbal bath and US anti-perspirant. The promotion was scheduled to last for eight weeks but, say Johnsons, demand was so great that they had sold out completely after only a fortnight (Johnson Wax Ltd, Personal Care Division, Frimley Green, Camberley, Surrey).

Compact display stand

A new display stand has been prepared for Frador and Fradojel, products for the relief of mouth ulcers and sores from John Bell, Hills & Lucas.

Fradojel contains an antiseptic plus a soothing agent. It is a soft, flavoured gel product which, the makers claim, gives direct relief to any sore place in the mouth. The Frador pack contains a small bottle with applicators and the ingredients are chlorbutol as the antiseptic agent together with menthol-benzoin and prop storax for forming a "skin" over a sore place (Fassett & Johnson Ltd, distributors, 19 Radford Crescent, Billericay, Essex).

Heaviest promotion for Fiesta

A "2½p off" promotion has been launched nationally on all twin-packs of Fiesta kitchen towels which will give the consumer a saving of at least 2½p against the recommended price of 19p.

The promotion is designed to gain trial for Fiesta, brand leader in the decorated towel sector.

Headboards have been prepared in the form of a Fiesta twin-pack carrying the offer to be fixed to the top of a display of Fiesta towels. Stack cards are also available (Bowater Scott Corporation Ltd, Knightsbridge, London SW1).

ON TV NEXT WEEK

L = London, M = Midland, Lc = Lancashire, Y = Yorkshire, Sc = Scotland, WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; Wa = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alka Seltzer: All areas

Anadin: All areas

Askit: Sc, G

Close up: All areas

Harmony hairspray: All areas

Lux soap: All except E

Macleans toothpaste: All except E

Phensic: All except CI

Reban: E

Sandrine: All except E

Silvikrin conditioner: All except E

Silvikrin hairspray: All except E

SR: All areas

Tegrin: All except So, E

Three wishes: All areas

Wella: M, Lc, Y

TRADE NEWS

Bloc Hyalin distributors

L. Landaw & Co Ltd, 95 Burns Road, Harlesden, London NW10 have obtained the distribution rights of Bloc Tyalin, styptic block (£0·34), made, since the turn of the century in France. The block, which is said to be made to a precise formula is unperfumed and the carton bears a design that reinforces the length of time the product has been accepted by the public.

Janssen ampoule markings

To simplify the task of identification of their range of injectable products, Janssen Pharmaceuticals are to introduce a system of labelling, involving a condensed style of print and colour coding.

The ampoule label colours coding to be employed, which conforms with the requirements of Dangerous Drugs Acts where applicable are: Droleptan droperidol, black; Sublimaze fentanyl, red; Thalomid droperidol and fentanyl, black and red; Operidine phenoperidine, blue and red; Dipidol piritramide, green and red.

A wall chart illustrating these products, their use, dosage and the method of identification, suitable for display in the anaesthetic preparation and recovery rooms can be obtained from the representatives or direct from Janssen Pharmaceuticals, Saunderton, High Wycombe, Bucks.

Pack discontinued

Boehringer Ingelheim, Isleworth House, Great West Road, Isleworth, Middx, are discontinuing Preludin Tablongets 10 when present stocks are exhausted. The 100 pack (£1·64) will still be available.

New distribution

Two new distribution centres have been opened for Benson's Hosiery Group. They are situated in Bedford and Durham and will cope with business in the home counties and the North of England, and will be serving both customers of Benson's Hosiery Ltd and South Coast Hosiery Ltd.

Rochas address

The address of Rochas Products Ltd is 27 Grosvenor Street, London W1 and not as shown by the coding in the September C&D Quarterly Price List. The correct address appears under "Amendments to key suppliers" in the weekly price service under the coding 1633 Rochas.

UK production of diazepam

For the first time in the UK commercial scale production of diazepam is being undertaken in their own works by DDSA Pharmaceuticals Ltd. The diazepam manufactured will be incorporated into the DDSA tablet dosage forms of the drug which are to be marketed shortly in the UK. The company have for some time

been manufacturing chlordiazepoxide at their Battersea works (DDSA Pharmaceuticals Ltd, 310 Old Brompton Road, London SW5 9JQ).

Savlon babycare mobile

During the next few weeks representatives for Avlex Ltd will be offering chemists a free Savlon babycare mobile which identifies stockists. The mobile is in pink and blue to match the packaging for the babycare range (Avlex Ltd, Leigh Street, Wigan, Lancs).

New pack for Angiers

A new pack for Angiers junior aspirin contains 16 of the orange-flavoured tablets. Each one is individually wrapped



in laminate. The new 16 pack also has a more modern pack design that is now also being introduced for the 50 tablets pack. A display stand is being made available to coincide with the launch (Bristol Laboratories, Stamford House, Station Road, Langley, Bucks.)

New Millophyline packs

Dales Pharmaceuticals Ltd, Barrows Lane, Steeton, Keighley, are packing Millophyline tablets, 100 and 500 in Securitainers with a re-designed label. They say that stocks of the old pack should not be returned. The former packs of 30 and 250 are now discontinued.

Farillon and Dales ethicals

Farillon Ltd, Chesham House, Chesham Close, Romford, have been appointed distributors of the ethical specialities and proprietaries of Dales Pharmaceuticals Ltd, Steeton, Keighley, Yorks. The complete range of their products is continued and can be obtained through the usual wholesale channels. Farillon also point out that from September 19 two specialities distributed by them are now exempt from purchase tax. They are Depixol injection (Lundbeck) and Nutrizym tablets (E. Merck).

Bonus offers

Approved Prescription Services Ltd, PO Box 15, Whitcliffe Road, Cleckheaton, BD19 3BX. Zanthine, 42 invoiced as 36. Hills Pharmaceuticals Ltd, Spring Bank Works, Nelson, Lancs. Hills Lozenges 14 invoiced as 12.

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG. Thicken Hair, 12 invoiced as 11 on the large economy size, code no TK400, and 96 invoiced as 72 on the phial size code no TK75/24.

LETTERS

VAT seen from abroad

May I have the hospitality of your columns to draw attention to a little of the unadulterated lunacy to which the poor British subjects will be exposed as from April 1973 as a result of the imposition of value added tax. VAT incidentally was essentially a French invention, and the French have never imposed a fair tax nor collected an unfair one. It is reported that the French are about £150m short collected on VAT during the current year, hence the huge army of recruits to assist the mobile tax squads who enter a business and just close it for examination of the books. From April 1973 you Englishmen will have a superb and efficient way to put a competitor out of business for a few days or weeks—a tip off to the Customs.

Glucose is zero rated, but products for the preparation of glucose drinks are taxed. Milk for human consumption, fresh, and milk products are zero rated. Milk products are taxable, which will render every household in the UK liable for evasion of tax.

Veterinary surgeons fees and medicaments prescribed for use among farm stock is taxable at standard rate. The business of the farmer should be registered and zero rated. Thus the farmer may reclaim his input tax applicable to veterinary surgeons' fees and veterinary medicines. A long tedious method of putting cash in the right hand trouser pocket of the Government merely to extract that same amount from the same Government trouser pocket with the aid of receipts, forms, postage, processors and computer time. The use of any of these instruments may produce errors delays and will temporarily tie up the farmers capital.

In this inflationary period VAT 73 will be adding fuel to the fire. One would have thought that medicaments supplied under a veterinary surgeon's prescription could have been treated by Customs and Excise in the same way as for medical practitioners' prescriptions.

Since the goods supplied under a prescription of a registered medical practitioner are zero rated and since a large number of drugs the pharmacist purchases may only be supplied (sold or exchanged for an EC10 or similar form) against a registered medical practitioner's prescription logic would dictate that the most sensible procedure would be to zero rate all drugs that may only be sold or supplied against a prescription. Possibly by avoiding the sensible the Customs and Excise are merely biding their time when they hope to render drugs supplied against doctors' prescriptions as taxable . . . at probably double standard rate as a penalty for being ill. The UK Government have a long record of taxing the sick and the ailing (streptomycin when first available

was subject to 33½% purchase tax and that was applicable to NHS prescriptions).

Is it little wonder that Italy, a founder member of the Treaty of Rome has consistently refused or resisted the introduction of VAT? When, comparatively recently, Belgium introduced VAT prices spiraled, the incidence of strikes increased and the number of strikers in individual strikes increased. I suggest the adult members of the public will soon learn that VAT 69 was far superior to the 73 vintage.

Iconoclast

Representation

The report on the decision of the West Sussex Executive Council to allow a partnership of doctors to recommence dispensing for their rural patients, when in 1956 it had been decided by this Council that no change should be made in the existing arrangements, highlights the importance of a larger representation on the future area health boards.

It is obvious from this report, that the correct procedures of notifying patients of their right to have their prescriptions dispensed by the chemist were not carried out by this Executive Council.

Some months ago I applied to the local Executive Council clerk for a full rota to be implemented in this rural area. At the present time, there is a rota for four evenings each week, but no service on Wednesdays, Sundays, or holiday weekends. I live on the premises, and in

consequence have had to dispense urgent prescriptions on the days not covered by the rota. I have received notice from the clerk that a decision has been made by the chairman of the Council and himself, that we can have a rota on Wednesday evenings, but we cannot have a rota for Sundays and holiday weekends. This is quite ludicrous because Sundays and holidays are the long periods without a service. But this decision regarding a most important service has been made by two officials; our two representatives had no knowledge of this decision, and obviously the rest of the Council were not consulted.

On a number of occasions I have requested the clerk and my representative to notify rural patients of their rights to have their drugs dispensed by the local chemists, but I have been refused. Rural patients should be notified by the Council that they have the choice between doctor and chemist for the dispensing of their drugs, instead the forms are sent to the doctors, and are filled in at the surgeries. When two practices became a group a year ago, all the rural patients were put onto the doctors' dispensing lists *en bloc*.

It is quite obvious that unless pharmaceutical representation on the new councils is increased, the bargaining power at Ministry level will never be effective. It is therefore, imperative that the pharmaceutical profession should have powers equal to those of the medical profession.

B. H. Shepherd,
Pocklington, York

'Patients want prescriptions'

More than 27 per cent of the British population is "very disappointed" at not receiving a prescription on visiting their family doctor reveals a National Opinion Poll survey published on September 27. This figure was 42 per cent in Scotland.

Taking two categories together, 43 per cent of Britons feel either "very" or "fairly" disappointed while 26 per cent are neither disappointed nor pleased. However, in view of the fact that nearly half the population expects a prescription on visiting a GP, doctors are probably better at withstanding this pressure than is generally recognised.

Latest figures (1969) show that the UK has about the lowest per capita sales of medicines of any major country. Sales value per person amounted to \$5.5 in the UK compared with \$18.1 (France), \$17.7 (Japan), \$15.7 (USA), \$15.6 (Belgium)—the biggest spenders on medicines.

Sponsored by the Association of the British Pharmaceutical Industry, the survey investigated a range of public attitudes concerning health and pharmaceuticals. Among its findings were that the pharmaceutical industry appears to be well regarded by the nation. In reply to the question, "What do you think of the work of medicine manufacturers?" 36 per cent felt the industry was doing a very good job; 49 per cent a fairly good job; 6 per cent a fairly poor job; 1 per cent a very poor job and 5 per cent didn't know.

The importance of advances in medicines is rated most highly in Scotland (70

per cent of those questioned) and the South East (68 per cent) but less so in the North, Midlands, Wales and West (64, 61 and 59 per cent respectively).

There was no great difference in attitudes towards pharmaceuticals by class breakdowns, but medicines won a higher rating among the young who have benefitted most from the post-war revolution in pharmaceutical therapy.

In answer to the question "Which one of a selection of health workers, considering the nature of their jobs, was most poorly paid?" they replied: nurses (70 per cent), hospital porters (15 per cent), doctors (4 per cent), chemists (1 per cent), opticians and dentists (less than ½ per cent) and don't know (8 per cent).

One of the final conclusions was that diseases causing early death are still thought of as being the major problem facing pharmaceutical research, although as "early killers" they have been virtually eliminated. And, the survey suggests, the public has not grasped the dimensions of the shift in health patterns since the 1930s; illustrated by the fact that accidents now rate as the biggest single cause of death in the under 40s. Our national preference for tackling the more dramatic killer diseases, it concluded, appears unjustified when set against the 3,000,000 Britons suffering some form of impairment by a disabling disease. This latter category, including mental illness, rheumatism and arthritis, undoubtedly exacts a greater toll in human suffering.

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Philips Sun Lamps

PHILIPS

LADYSHAVE	Sept.	18	25	2	9	16	23	30	6	13	20	27	4	11	18	23
Publication																
Woman's Own								●		●	●		●	●		
Woman's Weekly									●			●		●		●
Vogue									●				●			
Good Housekeeping									●							
Petticoat						●				●	●		●	●	●	
She									●				●			
Honey									●			●				
Look Now									●							
Woman's Realm													●			
SUN LAMPS																
Radio Times		●						●								
TV Times			●				●									
Weekend		●		●	●			●								
Reader's Digest											●					

The Philips Autumn and Christmas Beauty Care campaign will be talking to every woman who wants to be beautiful. And that's your customers.

We're offering them something that every woman wants—make-up! And we're offering them the best way to get it—Philips Beauty Care products. That means Ladyshavers, Hair Driers, Sun Lamps, and the Illuminated Make-up Mirror.

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And that's why, when we talk to your women customers about beauty care, they'll listen. And they'll buy.

Take a look at the powerful, persuasive advertisements we'll be running. Take a look at the extensive heavyweight media schedule planned for this Autumn.

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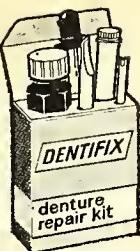
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CUMULATIVE AMENDMENTS

SEPTEMBER

QUARTERLY PRICE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the subject to resale price. Italic figures (0.14) is manufacturer's recommended price. Upright figures (0.14) is a guide.

reduced. *r* = Price reduced. *v* entry. *d* = Delete. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
(2 Abbott) vs 938 PD)			
ble syringe with 4 cators			
al rectal suspension			
2 g 0.91	1.36½ <small>ts</small> s4A		
46 Lederle)	100 1.78	0.445	

CIN (746 Lederle) ointment 1%

3.5 g 0.12 TS

ular 100 mg 10 1.89 TS

as 250 mg 10 1.89 TS

500 mg 10 3.40 TS

3% 25 mg 0.21 TS

oil suspension 6 ml 0.32 TS

drops 10 ml 0.29 TS

CIN V (746 Lederle) 50 mg 20 0.62 TS

100 2.31 TS

1000 22.00 TS

Irops 10 ml 0.31 TS

100 ml 0.39 TS

500 ml 1.76 TS

208 BW) linctus 125 ml d

610 WCSD) linctus 100 ml 2.40dz 0.30 †DDI

UF (339 CG) n x 5 yd M205 1.65dz

n x 5yd 2.66dz

n x 5 yd 3.55dz

LX (868 MC) 450 g 1.50

(337 Curtis) r BW) d

671 Jeyes) alpine, lilac springtime 1.72dz 0.18½

(969 Pfizer) 5mg/1ml 5 0.59

2 mg 50 0.98

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ALADDIN (23 ALAD) vacuum flasks				parfum			
Ambassador 16 oz 0.65	1/8 oz 1.14	0.285	2.10	1/4 oz 1.95	0.487	3.60	
32 oz 1.04	1/2 oz 3.46	0.865	6.40	1 oz 5.35	1.337	9.90	
Concorde 16 oz 0.61	2 oz 8.54	2.135	15.80	4 oz 14.70	3.675	27.20	
23 oz 0.92	8 oz 24.70	6.175	45.70	16 oz 41.24	10.31	76.30	
32 oz 0.98				atomiser de luxe 1 oz 6.16	1.54	11.40	
Continental 8 oz 0.54	refill 1 oz 4.76	1.19	8.80	diffusette 1/2 oz 2.05	0.512	3.80	
16 oz 0.57	1/4 oz 3.51	0.877	6.50	spray 1 oz 2.97	0.742	5.50	
23 oz 0.89	Satin body perfume 1 oz 0.81	0.202	1.50	2 oz 1.35	0.337	2.50	
32 oz 0.95	4 oz 2.16	0.54	4.00	Secret de Venus bath oil 1/2 oz 1.89	0.472	3.50	
Escort 16 oz 0.57	1 oz 3.08	0.77	5.70	1 oz 5.51	1.377	10.20	
32 oz 0.92	2 oz 8.27	2.067	15.30	4 oz 11.78	2.945	21.80	
food flask 16 oz 0.81	8 oz 17.68	4.42	32.70	16 oz 29.46	7.365	54.50	
32 oz 1.03	32 oz 29.46	7.365	54.50	soap 2 oz 0.27	0.067	0.50	
super 16 oz 1.03	talc de toilette 4 oz 0.59	0.147	1.10				
32 oz 1.30							
jug 32 oz 2.43							
refills							
flask 8 oz 0.32							
16 oz 0.35							
23 oz 0.53							
32 oz 0.55							
food flask 16 oz 0.58							
food flask or jug 32 oz 0.70							
food flask super 16 oz 0.60							
32 oz 0.72							
ALBERTO BALSAM (24 ACC)				APISERUM (253 Chemia) ampoules 5 ml 24	3.36	0.84	5.31½
sachet 0.63dz 0.16dz 0.09				APRIL VIOLETS (1355 Yardley)			
90 cc 2.32dz 0.58dz 0.33				perfume 1991 0.447	0.112	0.79	
220 cc 4.14dz 1.03dz 0.59				perfumed Cologne 1984 0.434	0.109	0.76	
ALLENBURY'S (34 A&H)				soap toilet 1962 0.138	0.039	0.22	
pastilles blackcurrant 0.132 0.024 0.20				spray mist 1945 0.737	0.184	1.29	
AMOUR AMOUR (Patou)(386 Douek)				talcum 1907 0.209	0.052	0.37	
eau de toilette 2 oz 1.48 0.37 2.65							
4 oz 2.40 0.60 4.25				AQUAMOX (746 Lederle)			
parfum le compagnon 1/2 oz 1.70 0.425 3.00				tablets 50 mg 100 2.47			†s4B
flacon 1/4 oz 1.80 0.45 3.25				ARMORICAINE (1336 WC)			
1/2 oz 2.80 0.70 4.95				powder 2 lb 0.79 0.19			1.33
1 oz 4.70 1.175 8.35				10 lb 3.38 0.85			5.92
parfum Cologne 1 1/2 oz 1.06 0.265 1.90				ARTANE (746 Lederle)			
3 1/2 oz 1.70 0.425 3.00				Sustets 5 mg 100 0.96			†s4B
ANAPAX (848 Minnesota)				ARVYNOL (969 Pfizer)			
cold sore lotion 5 ml 1.08dz 0.27dz 0.15				capsules 250 mg 100 0.71			†s4B
cold tablets 12's 1.50dz 0.375dz 0.21				ASILONE (117 BPL)			
cough linctus adult 55 ml 2.01dz 0.24 †				tablets 50 mg dp 100			d
child 55 ml 1.85dz 0.22 †				ATARAX (969 Pfizer)			
junior pair reliever 60 ml 1.76dz 0.21				syrup 10mg/5ml 150 ml 0.39			†s4B
nasal spray 20 ml 1.68dz 0.20				tablets 10mg 100 0.96			†s4B
triple action cough mixture 125 ml 2.14dz 0.535dz 0.30				25mg 100 1.95			†s4B
ANGIER (172 BMCL)				ATKINSONS (76 Atkinson)			
junior aspirin tablets 16 0.047 0.012 0.08				English lavender deodorant spray 0.75			
ANIMALINTEX (1073 Robinson)				for gentlemen after shave 92 cc 0.80			
poultice dressing (vet.) 2.750 0.69 (1 1/2 dz) (1 1/2 dz)				brillantine 63 cc 0.60			
ANITA (473 FJ)				hair cream 55 g 0.35			
hair glitters 0.68dz 0.17dz 0.10				shaving cream 85 g 0.40			
ANTILOPE (Weil) (961 EGP)				foam 155 g 0.60			
eau de Cologne 1 oz 0.54 0.135 1.00				Gold Medal eau de Cologne 118 g 0.75			
2 oz 0.97 0.242 1.80				289 g 1.50			
4 oz 1.57 0.392 2.90							
8 oz 2.38 0.595 4.40				ATOMOL (34 A&H)			
16 oz 4.11 1.027 7.60				nasal spray 10 ml 0.15 0.22½			
foam bath 6 1/2 oz 0.97 0.242 1.80				ATRIXO (1164 SSL)			
parfum de toilette 1 oz 0.92 0.23 1.70				hand care lotion 1.879dz 0.455dz 0.32			
2 oz 1.46 0.365 2.70				AUREOMYCIN (746 Lederle)			
4 oz 2.38 0.595 4.40				capsules 250 mg 20 0.75			
8 oz 3.84 0.96 7.10				100 3.59			TS
16 oz 6.49 1.622 12.00				ointment 3% 25 g 0.21			TS
atomiser 2 oz 1.73 0.432 3.20				ophthalmic 1% 3.5 g 0.12			TS
4 oz 2.49 0.622 4.60				syrup 100 ml 0.71			TS
				BACCHUS (301 Coty)			
				after shave bronzing d			
				BALENCIAGA (386 Douek)			
				eau de Balenciaga 1 1/2 oz 1.03 0.257 1.85			
				4 oz 1.76 0.44 3.15			
				7 oz 2.82 0.705 5.10			
				15 oz 4.16 1.04 7.50			
				BARBER (85 BES)			
				existing entry d			

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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
37 Reckitt) 1 gal	16.80dz	3.832dz	2.00		rubber gloves tooth tincture	1.46 0.93	0.164 0.238	0.19 0.13	FELSOL (181 Felsol) (distributors 115 Bengue)		
(477 AF&B) pads	0.25dz	0.0625dz	0.04	EMPIRIN (208 BW) compound pack of 500			d	powders	12	0.14	0.035
(969 Pfizer) 0 mg 100	1.06			ENTEROSAN (1627 B&D) tablets	16	1.40dz	0.35dz	0.20	60	0.56	0.22½
0 mg 100	2.33				48	3.75dz	0.94dz	0.55	dp 90	0.84	0.89
B (957 Perl)				ENTRAMIN (971 PSMB) entire entry			d	FEMME (1612 Rochas) FEMME (1633 Rochas)			d
6 Lederle) renteral	10.68dz	..	..	ENVACAR (969 Pfizer) tablets 10 mg	100	2.34		FE PAK (1345 Woodward) tablets 300 mg	100	0.18	..
500 mg	1.88	..	..		500	11.34		FE PAK-FOLIC (1345 Woodward) tablets	30	0.15	0.27
345 Woodward)					40 mg	8.78			100	0.30	0.45
5 mg 100	0.18	..	..	EQUIPAGE (1525 PDP) after shave aerospray			d	FERRO-MANDETS (746 Lederle) tablets	60	0.44	
NE-V (378 Distal)									1000	5.00	
0 mg 100								FERROTONE (1054 R&B)	21	0.99	..
(756 Lever)										..	..
regular	2.38	..	..					FIELDS (893 Nicholas) existing entry FIELDS OF BOND STREET (894 Nicholas)			d
GRAY (536 GPL) ail	0.26	0.062	0.45					talcum			
DDP)								flowers, pink, moss			0.24½
try								shave sticks			0.09
S DDP)								FIERY JACK (488 Fylde) ointment	1.50dz	0.37dz	0.22
14 ml	2.10	0.525dz	0.30					FLAIR (1355 Yardley) dusting powder	4809	0.845	1.48
n cream								Cologne	4884	0.554	0.97
28 ml	4.20dz	1.05dz	0.63					spray mist	4845	0.794	1.39
56 ml	7.00dz	1.75dz	1.08					crystallized	4870	0.371	0.65
113 ml	11.50dz	2.875dz	1.75					perfume ¼ oz	4891	0.771	1.35
cleansing cream								soap	4862	0.138	0.22
56 ml	2.08dz	0.52dz	0.31					talcum	4807	0.280	0.49
113 ml	3.60dz	0.90dz	0.54					FLEXOPLAST (1073 Robinson) doctors set	04290	1.20	
on hand lotion								refill	04291	1.005	
113 ml	4.00dz	1.00dz	0.60					elastic bandage adhesive			
toning lotion								BPC full spread	2in x 3yd	04406	2.92dz
113 ml	3.40dz	0.85dz	0.50					2½in x 3yd	04407	3.63dz	
body lotion								3in x 3yd	04408	4.145dz	
113 ml	3.60dz	0.90dz	0.54					4in x 3yd	04409	5.58dz	
bisture								1in x 3yd & 6in x 3yd			d
56 ml	4.20dz	1.05dz	0.63					BPC half spread			d
113 ml	6.60dz	1.65dz	0.98					BPC ventilated	2in x 3yd	04416	2.92dz
ming lotion								2½in x 3yd	04417	3.63dz	
113 ml	4.20	1.05dz	0.70					3in x 3yd	04418	4.145dz	
ND (1501 DA)								4in x 3yd	04419	5.58dz	
ND (1501 DGL)								1in x 3yd and 6in x 3yd			d
96 DC)								elastic plaster adhesive			
6 DC)								1in x 1yd	04550	0.905dz	
bottles								2in x 1yd	04551	1.45dz	
x	2.02	..	..	2.60				½in x 3yd	04552	1.27dz	
	0.48	..	..	0.72				1in x 3yd	04553	1.815dz	
0 (339 CG)								first aid strip dressings			
bandage								½in x 1yd	04310	1.23dz	
2 in	1.18dz							2½in x 1yd	04311	1.665dz	
3 in	1.69dz							3in x 1yd	04312	1.915dz	
4 in	2.20dz							first aid dressing			
6 in	3.23dz							outfit "A"	04304	0.67	
3 BSH)								"B"	04308	0.655	
ear defenders	2.00	..	..	3.00				pocket tins	04253	0.605dz	
AICHEUR (Weil) (961 EGP)								04254	1.21dz		
logne	0.97	0.242	1.80					wound dressings flexible BPC			
4 oz	1.57	0.392	2.90					½in x 2in	04260	0.60dz	
8 oz	2.38	0.595	4.40					2in x 3in	04261	0.755dz	
2 oz	1.14	0.285	2.10					flexible dressing strips			
3½ oz	1.95	0.487	3.60					¾ x ½in x 144	04275	0.57	
6½ oz	0.97	0.242	1.80					¾ x 2½in x 144			
3¾ oz	0.32	0.08	0.60					04276	0.63		
AST (1155 S&N)								¾ x 3in x 144	04277	0.675	
ressings								FLORIS (468 F)			
7920	0.935dz	..	..	0.11				pot pourri			
7921	1.440dz	..	..	0.17				sachet (lace edged)			
enser pack								FOCUS (1242 Toni)			
7983	0.600dz	..	..	0.07				hair highlight			
fabric	4120	0.935dz	..	0.11				FOLVRON (746 Lederle)			
4121	1.44dz	..	..	0.17				tablets	100	0.45	0.20
enser pack								FONTAREL (472 Fontarel)			
4183	0.60dz	..	..	0.07				Ormarin			
6 Atkinson)								eau de toilette	45 cc	..	..
400 g	..	..	..	1.50				120 cc	..	..	0.76
logne	44.2 cc	..	..	1.60				240 cc	..	..	1.35
92.5 cc	..	..	..	2.55				satin lotion	193 cc	..	..
er	58 cc	..	..	2.80				talcum powder	80 g	..	..
toilette 44 cc	..	..	..	2.10				crystallized Cologne	1870	0.371	0.65
88.5 cc	..	..	..	3.50				perfume	1891	0.714	1.25
	..	..	..	4.80				perfumed Cologne	1884	0.434	0.76
	..	..	..	0.55				spray mist	1845	0.737	1.29
	..	..	..	1.65				talcum	1807	0.209	0.37
8 Minnesota)								toilet soap	1807L	0.280	0.49
east tablets 50	1.26dz	..	..	0.15					1862	0.138	0.22
100	2.01dz	..	..	0.24				FRESH'N DAINTY (506 Gerhardt)			
250	3.28dz	..	..	0.39				perfume Colognes	0.50	0.12½	0.95
cough mixture								FRESH'N QUICK (903 NPU)			
125 ml	1.50dz	0.375dz	0.21					cleansing pads	1.08	0.27	0.07½
wart application								(2 dz)	(2 dz)		
5 ml	0.93	0.238	0.13					GABAIL (1336 WL)			
ver oil capsules								elixir	200 ml	0.40	0.10
100	1.35dz	..	..	0.16				500 ml	0.80	0.20	0.70
ewers yeast tablets								+	+		+
50	1.26dz	..	..	0.15							
100	2.01dz	..	..	0.24							
250	3.28dz	..	..	0.39							

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
11 Kodak) ic camera outfit	100 200 300 400 500 50 60	6.28 8.05 10.51 15.31 19.81 31.96 37.89	1.52 1.96 2.575 3.655 4.78 5.716 9.475	10.99 14.16 18.56 26.89 34.93 57.16 67.76	8 x 10 10 x 12 12 x 15 16 x 20 20 x 24	10 100 10 10 10	0.38 2.79 0.54 1.37 2.06	0.095 0.70 0.135 0.345 0.515	0.67 4.88 0.95 2.40 3.61	LEUCOVORIN (746 Lederle) ampoules 3 mg/ml	10	4.53	
model 1 model 2 model 3 tube extender toors inamat	0.71 0.92 1.15 0.87	0.18 0.23 0.29 0.22	1.27 1.65 2.06 1.52	10.99 14.16 18.56 26.89 34.93 57.16 67.76	KOLA ASTIER (1336 WJ)	45 90	0.40 0.72	0.10 0.18	0.70 1.26	LIFEBOY (756 Lever)	soap	small (6 dz) large family	3.689 0.828 2.377 0.558
model 210 model 610 and white chrome Pan cartridge dacour II C 110-12 C 110-20 achrome X EX 110-20 dichrome X KX 110-20 stand compact model 2	24.75 33.21 0.205 0.105 0.14 0.83 0.665 0.165 0.97 1.11 0.15 1.50 1.62 0.405 2.90 0.22	6.19 8.305 0.05 0.34½	44.26 59.39	LAEVORAL-C (218 Calmice) liquid dp 250 ml LANALEM (903 NPU) shampoos lemon cream, olive oil jar	1.60dz	0.40dz	0.23	d	LIGA (760 Liga) 3 way food	0.96dz	.. ..	0.10
VP 110	0.205	0.05	0.34½	LAROLA (106 Beetham) skin lotion	85 cc 125 cc 165 cc	2.76dz 3.12dz 4.20dz	0.69dz 0.78dz 1.05dz	0.40 0.45 0.60	LIVOX (878 Napp) capsules	100 500	0.75 3.15	1.00 4.20
LASTONET (733 Lastonet)	foot spray metatarsal pad	2.64dz pr	0.66dz 0.44	LA ROSE (1612 Rochas) LA ROSE (1633 Rochas)	d i	.. ..	0.38 0.66	0.69 0.87 1.44	LOTUS (903 NPU) nail polish remover	1.24dz	0.31dz	0.18½
NVF elastic net bandage (Lastonet)	3 in 4 in 5 in	0.46 0.58 0.96	.. .. ..	support stockings Spanflex suspender belts men's	pr 1.30	.. ..	1.95	LUX (756 Lever) shampoo	sachet	1.225 (4 dz)	0.305 (4 dz)	0.04
single double	3.60dz 4.20dz	0.40dz 0.47dz	0.48 0.57	LAUMA (801 MP) LUMA (1636 Lennard)	small	3.951 (6 dz)	0.927 0.87	0.07½ 0.15½	LUMA (801 MP) LUMA (1636 Lennard)	large	3.708 (4 dz)	0.54dz	0.28
for 500 ml 600 ml pack	0.82	1.23	surgical hosiery elastic net (Lastonet) thigh stockings	women pr men pr	2.00 2.16	3.00 3.24	MADAME ROCHAS (1612 Rochas) MADAME ROCHAS (1633 Rochas)	d i
developer	600 cc 2.51 5.1	0.21 0.365 0.47	below knee stockings	pr	1.56	2.34	MANDURIN (1305 WB) entire entry	d
replenisher liquid	0.39 ..	.. ..	0.58½	knee caps	pr 1.00	.. ..	1.50	MARGO OF MAYFAIR (545 Grossmith) talcum giant ovals 400 g	1.51dz	0.38dz	0.22	.. ..
250 ml 500 ml 1 gal	0.19 0.27 1.16	.. .. ..	0.28½ 0.40½ 1.74	anklets	pr 1.22	.. ..	1.33	MARY QUANT (876 MP) applicator kit	2.62dz	0.655dz	0.40	.. ..
powder for	11 2.51 5.1	0.285 0.38 0.63	.. .. ..	elastic net (Lastosheer) thigh stockings for women	pr 2.00	.. ..	3.00	bath beads	5.57dz	1.392dz	0.85	.. ..
20 oz, 80 oz and 1 gal	.. .. ..	.. .. ..	0.94½	below knee stockings	pr 1.56	.. ..	2.34	bath oil	4.59dz	1.148dz	0.70	.. ..
0 developer for	600 cc 80 oz	0.24 0.40	one way stretch (Lastothread) seamless fine thread	thigh stockings	pr 3.10	4.65	Blush baby compact	4.25dz	1.062dz	0.65
DR replenisher	for 80 oz	0.44 ..	.. ..	thigh stockings above knee stockings	pr 2.30	.. ..	3.45	body shampoo sachets	0.65dz 3.59dz	0.162dz 0.898dz	0.10 0.55	.. ..
ement	50 ml	0.16 ..	.. ..	below knee stockings	pr 1.46	.. ..	2.19	Cologne AM & PM	9 cc 1½ oz	2.62dz 5.57dz	0.655dz 1.392dz	0.40 0.85
ctor stop bath	11	0.615 ..	.. ..	anklets	pr 0.90	.. ..	1.35	spray	5.08dz	1.27dz	0.75	.. ..
fix solution	250 ml	0.22 ..	.. ..	kneecaps	pr 0.90	.. ..	1.35	Come Clean	3.92dz	0.98dz	0.60	.. ..
hardener	250 ml	0.19 ..	.. ..	leggings	pr 0.90	.. ..	1.35	eye care stick	3.92dz	0.98dz	0.60	.. ..
250 ml	0.27	0.40½	seamless stout thread	thigh stockings	pr 2.88	4.32	eye gloss	3.92dz	0.98dz	0.60
ix	250 g	0.27	above knee stockings	pr 2.30	3.45	eyelashes	Jeepers Peepers lower lidders, plush, ultra-fine lowers, new natural wisps	5.24dz 4.25dz	1.31dz 0.98dz	0.80 0.65
ol-X developer	for 600 ml	0.19 ..	.. ..	below knee stockings	pr 1.46	.. ..	2.19	eyelash adhesive	1.64dz	0.41dz	0.25	.. ..
11 2.51	0.25 0.335	.. ..	0.37½ 0.50	anklets	pr 0.90	.. ..	1.35	eyelash colour	5.24dz 3.92dz	1.31dz 0.98dz	0.80 0.60	.. ..
80 oz & 1 gal packs	5.1	0.38 ..	.. ..	knee caps	pr 0.90	.. ..	1.35	refill	3.92dz	0.98dz	0.60	.. ..
plenisher	2.51	0.38 ..	.. ..	leggings	pr 0.90	.. ..	1.35	eyelash conditioner	3.92dz	0.98dz	0.60	.. ..
80 oz pack	.. ..	.. ..	0.57	elastic socks for men (Lastofine)	pr 1.00	.. ..	1.50	eyeliner brush	2.29dz	0.572dz	0.35	.. ..
io 200 solution	.. ..	.. ..	d	pr 2.80	.. ..	4.20	eyeshadow brush	2.62dz	0.655dz	0.40	.. ..	
tights	100 ml 500 ml	0.23 0.42	.. ..	maternity (Lastonet)	pr 3.20	.. ..	4.80	eye tints	3.92dz	0.98dz	0.60	.. ..
ing medium	50 ml	0.26 ..	.. ..	maternity	pr 4.40	.. ..	6.60	eye pencil	2.29dz	0.572dz	0.35	.. ..
ation	2.51	0.365 ..	.. ..	maternity (Lastolita)	pr 2.32	.. ..	3.48	eyes off	3.27dz	0.818dz	0.50	.. ..
oper powder	80 oz pack	.. ..	.. ..	2.80	.. ..	4.20	face brush	5.08dz	1.27dz	0.75	.. ..	
2.51	0.365 ..	.. ..	0.55	maternity (Lastolita)	2.92 ..	.. ..	4.38	face final	4.25dz	1.062dz	0.65	.. ..
powder	250 g 500 g	0.23 0.285	.. ..	with adjustable waistband	3.30	.. ..	4.95	face shapers	5.24dz	1.31dz	0.80	.. ..
l developer	250 ml	0.22 ..	.. ..	Spanflex support	1.86	.. ..	2.79	Get Fresh	3.92dz	0.98dz	0.60	.. ..
agent	100 ml	0.21	LEDERKYN (746 Lederle) tablets	24 100	0.69 2.56	Jelly Babies	gel cheek colour	4.25dz	1.062dz	0.65
e (SW) Bromesko (SW)	3½ 4½ 5½ 6½	100 100 100 100	0.43 0.525 0.59 0.63	10 ml	0.45	.. ..	.. ..	eye colour	4.25dz	1.062dz	0.65	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.11 0.13 0.15	LEDERPLEX (746 Lederle) liquid	100 ml	0.52	.. ..	mascara	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LE DIX (Balenciaga) (386 Douek)	eau de toilette	1½ oz 4 oz 7 oz 15 oz	1.14 1.84 2.98 4.40	refill	2.95dz	0.738dz	0.45	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	atomiser	4 oz	2.34	0.585	skin colour	4.59dz	1.148dz	0.70	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	perfume	32 oz	.. .. ..	.. ..	kit bag	5.08dz	1.27dz	0.75	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEDERMYCIN (746 Lederle) drops	1½ oz	1.00	0.25	lipstick	3.59dz	0.898dz	0.55	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	10 ml	0.45	.. ..	.. ..	liquid liner	3.59dz	0.898dz	0.55	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever)	100	2.56	.. ..	mascara	6.54dz	1.64dz	1.00	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	100 ml	0.52	.. ..	.. ..	coloured tearproof	3.27dz	0.818dz	0.50	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) liquid	100 ml	0.52	.. ..	tearproof	5.24dz	1.31dz	0.80	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) eau de toilette	1½ oz	1.14	0.285	refill	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 4 oz	1.84	0.46	3.30	nail polish round	2.29dz	0.572dz	0.35	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 7 oz	2.98	0.745	5.35	sparklers	2.95dz	0.738dz	0.45	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 15 oz	4.40	1.10	7.90	remover	1.97dz	0.492dz	0.30	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 4 oz	2.34	0.585	4.20	nailshine	6.54dz	1.64dz	1.00	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 32 oz	.. .. ..	.. ..	.. ..	Nature Tint	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) perfume	½ oz	1.00	0.25	overnighter	26.19dz	6.548dz	4.00	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) ½ oz	1.27	0.317	1.85	paint box	15.70dz	3.925dz	2.40	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) ¼ oz	1.84	0.46	3.40	perfume lotion	5.57dz	1.392dz	0.85	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) ½ oz	3.04	0.76	5.60	sac	7.84dz	1.96dz	1.20	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 1 oz	4.83	1.207	8.95	Shape & Blush	5.90dz	1.475dz	0.90	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 2 oz	7.60	1.90	14.00	skin drink	5.24dz	1.31dz	0.80	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) 4 oz	12.10	3.025	22.40	skin saver	5.24dz	1.31dz	0.80	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) atomiseur	2.52	0.63	4.65	Smoothers	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LEADER (746 Lever) refill	1.72	0.43	3.20	Soft scrub	6.22dz	1.555dz	0.95	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	solo shadow	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	sticks	2.95dz	0.738dz	0.45	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	Special recipes	3.92dz	0.98dz	0.60	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	cream rouge	4.59dz	1.148dz	0.70	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	foundation cream	2.95dz	0.738dz	0.45	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	lipstick	4.25dz	1.062dz	0.65	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	mascara	4.25dz	1.062dz	0.65	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	perfume essences	5.08dz	1.27dz	0.75	.. ..
	1.10 0.75 0.92 1.03	.. .. ..	0.15 0.175 0.24	LENIUM (1599 Winthrop) economy size	113 g	0.41	0.102	Starkers	3.92dz	0.98dz	0.60	.. ..

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
mascara liquid			d	MEDISOAP (436 Evans) basic			d	NATIVELLE DIGITALINE (1336 WL)				
refill			d	MENE (1073 Robinson) sanitary towels	size0	6.283	.. ..	ampoules 0.2 mg 1 cc	6	0.40	.. ..
mini colour			d		size1	6.653	.. ..	solution 1/1000	10 ml	0.60	.. ..
shadow shaper stick			d		size2	7.762	.. ..	tablets 0.1 mg	40	0.22	.. ..
starters box			d		size3	7.207	(4 dz)	200	0.70	.. ..	0.33 ..
MATIC (230 Carnick)	100	0.63	.. ..	0.84 +s1s4A	size4	6.283	(2 dz)	1000	2.80	.. ..	1.05 ..
MAWS (810 Maw)						0.25 mg	40	0.30	200	1.20	4.20 ..
baby pants								NAVANE (969 Pfizer)			1.80 ..	
Tufty all sizes	1.84dz	0.23					tablets 10 mg	100	3.97
nylon slimline bottle brush	306.02	0.74dz	.. ..	0.09				NELSON'S (1629 Nelson) influenza and common cold			
Simpla								tablets	1.05	0.25	0.49	
bottle brush	306.03	0.88dz	.. ..	0.10				(5)	(5)		
gift set	327.00	13.28dz	0.795dz	1.65				NEMBUTAL (2 Abbott) (distributors 938 PD)				
jug	306.09	3.99dz	0.45dz	0.55				veterinary solution				
mixer	306.10	0.79dz	0.09dz	0.10				100 ml	0.51	.. ..	0.76 ..
sterilising set	327.05	7.29dz	0.33dz	0.94				NEPHRIL (969 Pfizer)				
tablets	12	390.01	1.49dz	.. ..	0.17%			tablets 1 mg	100	1.03	.. ..
soothers Cherub	24	390.00	2.48dz	.. ..	0.30			500	5.00	.. ..	.. ..
spare caps & discs		0.56dz	.. ..	0.07				NESTOSYOL (115 Bengue) anaesthetic oil aerosol	0.35	0.09	0.56 ..
		306.05	0.52dz	.. ..	0.07			dp 500 g			.. ..
teats Simpla assorted	301.04	1.34	.. ..	0.08				ointment dp 500 g	1.25		.. ..
slimline assorted	300.03	1.75	.. ..	0.07				NIAMID (969 Pfizer)			
universal assorted	301.53	1.51	.. ..	0.09				tablets 25 mg	100	2.18	.. ..
Nursery Sundries		(2 dz)						500	10.22	.. ..	.. ..
bibs plastic	397.60	0.88dz	.. ..	0.11				100 mg	100	7.43	.. ..
terry	397.50	1.04dz	.. ..	0.13				NIKINI (1073 Robinson)			
feeding beaker								Poppet	1.65	0.186	0.10	
	396.45	1.70dz	0.193dz	0.23				(2 dz)	(2 dz)			
feeding set	396.30	3.38dz	0.385dz	0.44				sanitary garment pink	5.20dz	0.584dz	0.63 ..	
	396.05	3.68dz	0.415dz	0.50				white	3.134dz	0.354dz	0.38 ..	
keep warm plate		396.35	5.84dz	0.655dz	0.77			pads	12	4.68	.. ..
Proprietaries								(4 dz)				
lanoline cream		488.01	2.28dz	0.57dz	0.33			NIVEA (1164 SSL)				
Surgical Dressings								creme	1612	0.967dz	0.229dz	
bandages B.P.C.								NORLYN (519 Global)			0.13	
white open wove								support tights	.. ..	.. ..	1.20
1 in x 4 yd		110.18	0.28dz					N. P. U. (903 NPU)				
	2 in x 4 yd	110.02	0.46dz					denture brush			0.15	
	3 in x 4 yd	110.04	0.65dz					rubber gloves				
	4 in x 4 yd	110.19	0.825dz					standard	1.08	0.12	0.17	
crepe		2 in	141.00	1.666dz				(1½ dz)	(1½ dz)			
	3 in	141.02	2.386dz					deluxe	1.43	0.16	0.23	
	3½ in							tooth brushes nylon				
		141.03	2.51dz					med, hard, ex hard			0.10	
	4 in	141.04	3.216dz					dual	0.98dz	.. ..	0.12%
	6 in	141.05	4.59dz					junior	0.52dz	.. ..	0.06%
cellulose tissue		147.01	0.35					toothbrushes bristle				
cellulose wadding		147.00	0.203					med, hard, ex hard			0.17	
cotton wool B.P.C.		1 oz	102.01	0.63dz				dual	1.33dz	.. ..	0.19
	4 oz	102.03	1.77dz					junior	0.68dz	.. ..	0.08%
	16 oz	102.05	0.487					toothbrush smokers	1.05dz	.. ..	0.13
hospital quality		4 oz	102.09	1.415dz				vacuum Nu-flask	8 oz	3.28dz	0.37dz	
	16 oz	102.11	0.378					NUCTA (337 Curtis)			0.44%	
gauge B.P.C.		1 yd	137.02	0.985dz				shampoo				
	3 yd	137.03	2.08dz					blue satin, dandruff				
	6 yd	137.04	3.74dz					control, egg and lanolin				
	12 yd	137.05	0.607					peach bloom	100 cc	1.56dz	0.39dz	
gauge & cotton tissue		pink label	4 oz	146.09	0.157			oil treatment	140 cc	2.40dz	0.60dz	
		16 oz	146.11	0.546				styling lotion	110 cc	1.92dz	0.48dz	
	blue label	4 oz	146.12	0.18				existing entry of setting lotion				
		16 oz	146.14	0.61				NUTREGEN (1438 RHM)				
lint white B.P.C.		1 oz	135.01	0.945dz				high fibre crispbread	0.995dz	.. ..	0.10
	4 oz	135.03	3.07dz					NYSTAN (1176 Squibb)				
	16 oz	135.05	0.93					oral suspension	30 ml	0.85	.. ..
lint boric B.P.C.		4 oz	143.09	0.27				suspension	24 dose		1.27 ..	
	sterilised dressing pack		148.02	1.30dz				NYSTAN-TA (1176 Squibb)				
		triangular bandage 36 x 51 in					cream	15 g	0.68	.. ..	
		142.06	0.117				30 g	1.27	.. ..	.. ..
MAX FACTOR (813 MF)		comb-on mascara	0.315	0.077	0.55			ointment	15 g	0.68	
	Satin moisturiser	0.281	0.069	0.49			30 g	1.27	.. ..	.. ..
MAYBELLINE (1333 WL)		eye shadow						30 g	1.27	
Blooming colours		.. ..	.. ..	0.49				NYSTATIN-DOME (1460 Dome)			
MAZDA (903 NPU)		flash bulbs IB	(10)	0.35	0.55		cream	15 g	0.50	
	AGIB	(10)	0.35	0.55			30 g	0.90	
	flash cubes	(3)	0.48	.. ..	0.72			OBIN (969 Pfizer)			
	magiccube	(2)	0.42	.. ..	0.30			tablets 500 mg	100		
MEDICOMB (1632 Medicomb)		clinical comb	0.60	0.15	1.05			OMEGA-H3 (49 A&V)			2.20	

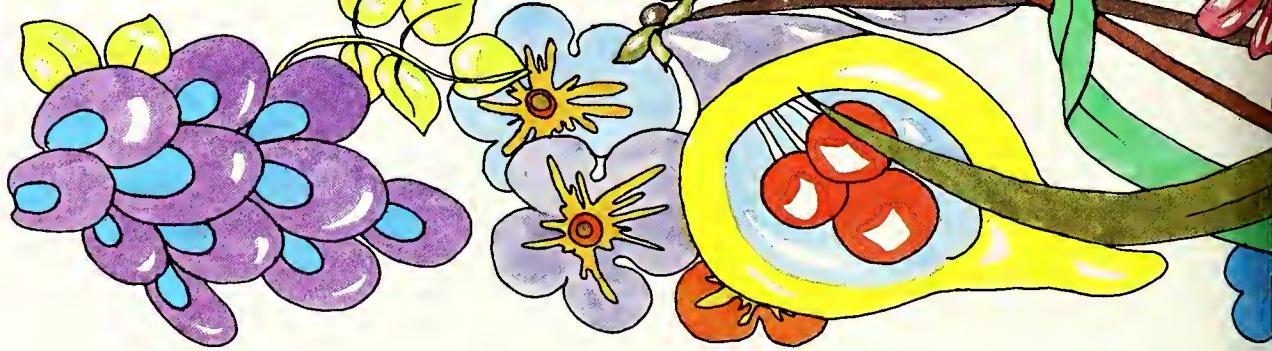
	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Reta £.p
Falcon Luxe	14 cc	5.50		oatmeal beauty pack	1.30dz 0.317dz	0.19		nail clippers	535/10 1.30	0.325	2.45
	28 cc	9.10		soap	1.23dz 0.30dz	0.18			535/11 1.60	.. ..	2.40
	56 cc	27.20		pat-on translucent					536 1.675	.. ..	2.60
Plat	150 cc	34.20		blush	3.565dz 0.869dz	0.52			540/12 2.30	.. ..	3.45
Le Medallion	7 cc	3.40		perfume floral	1.645dz 0.401dz	0.24			540/14 2.55	.. ..	3.78
REVERIE (1355 Yardley)				Classic	2.39dz 0.583dz	0.35			528 1.40	0.35	2.61
perfumed Cologne				powder puffs velour (2)	1.23dz 0.30dz	0.18			558 0.80	0.20	1.50
spray mist	2845 0.794	0.199	1.39	rouge compressed	1.025dz 0.25dz	0.15			558/C 0.90	0.225	1.70
talcum	2807 0.280	0.07	0.49	cream	0.955dz 0.233dz	0.14		nail files	7/12 0.15	0.038	0.28
toilet soap	2862 0.138	0.035	0.22	skin toning lotion	1.23dz 0.30dz	0.18			7/14 0.16	0.04	0.30
dusting powder				spot clearing face wash	1.99dz 0.485dz	0.29			7/16 0.17	0.043	0.33
REVOLON (1052 Revlon)				talc perfumed	1.30dz 0.317dz	0.19			7/18 0.19	0.048	0.36
Flex				toilet vinegar	3.77dz 0.919dz	0.55			7/20 0.21	0.052	0.40
balsam and protein conditioner				translucent blush	1.23dz 0.30dz	0.18			7/22 0.24	0.06	0.46
reg & extra body				deodorant roll-on & stick					7/24 0.28	0.07	0.53
2 oz	0.15			eye make-up cabinet					16 0.50	0.125	0.94
Hi & Dri									21 0.55	0.138	1.03
antiperspirant	8 oz	0.75		RINSTEAD (1333 WL)				nail scissors	123/8D 0.93	0.105	1.56
deodorant spray	7 oz	0.65		pastilles (tins) (Tyne-Tees T.V.					123/8C 0.99	0.248	1.86
Spicy Ices				area only)	1.25dz	0.30dz	0.17½		123/9D 0.93	0.105	1.56
eyeshadow brush-on				ROBINSONS (1449 R&CFD)					123/9C 0.99	0.248	1.86
lipstick, transparent				barley waters	1.83dz	0.28dz			123/10D 0.99	0.11	1.66
nail enamel, cream				instant baby foods	0.83dz	"	0.09		123/10C 1.10	0.275	2.06
Z.P.11				please	20 oz 1.095dz	0.165dz			127/8D 0.93	0.105	1.56
shampoo sachet				super value	35½ oz 1.95dz	0.29dz			127/8C 0.99	0.248	1.86
REXPEL (848 Minnesota)				whole fruit drinks	25½ oz 1.655dz	0.245dz			127/10D 0.99	0.11	1.66
worm syrup	30 ml 1.26dz	0.15		ROGER & GALLET (1076 R&G)					127/10C 1.10	0.275	2.06
150 ml 3.59dz	0.43			Cologne black label					127/11D 1.10	0.12	1.83
28 cc + 114 cc packs				refresher 10 1088 0.18	0.04	0.35			127/11C 1.24	0.31	2.33
RHEUMALAX (488 Fylde)				RONDOMYCIN (969 Pfizer)					123/9DN 0.55	0.06	0.90
powder	1.80dz 0.49dz	0.26½		capsules 150 mg 16 1.07					123/9CN 0.65	0.162	1.22
RIDDOSEDD (1059 Riddell)				100 6.43				orange sticks	3351 1.65	0.185	2.80
entire entry				500 31.20				3066/10 1.86	0.465	0.29	
RIDDOSEPPAS (1059 Riddell)				syrup 75mg/5ml				3066/14 2.00	0.50	0.31	
suppositories				100 ml 0.70				powder puffs	3675/5 0.84dz	0.21dz	0.13
child's pack of 12									3675/6 0.96dz	0.24dz	0.15
RIGHT GUARD (514 Gillette)									3675/7 1.32dz	0.33dz	0.21
antiperspirant	130 g 2.99dz 0.71dz	0.41		RYTHMODAN (1087 Roussel)					3675/8 1.86dz	0.467dz	0.29
190 g 3.72dz 0.89dz	0.51			capsules 100 3.25					3675/9 2.74dz	0.685dz	0.41
deodorant	90 g 2.84dz 0.68dz	0.39		SABRINA (Utermohlen) (386 Douek)					3675/10 3.72dz	0.93dz	0.58
135 g 3.49dz 0.83dz	0.48			cotton wool in bags					3675/11 5.28dz	1.32dz	0.80
RIMMEL (1063 Rimmel)				36 g 0.08	0.12				3675/12 0.55dz	0.138dz	1.03
base coat	0.955dz 0.233dz	0.14		75 g 0.14	0.21				3675/13 0.70dz	0.175dz	1.32
beauty glove hand cream				110 g 0.18	0.27			Rhodoid combs	7701/5 0.30	0.075	0.57
				SAFESEAL (628 H of W)					7701/6 0.35	0.088	0.67
blush stick pearly	1.23dz 0.30dz	0.18		existing entry					7701/7 0.45	0.112	0.83
cleansing milk pads	2.125dz 0.518dz	0.31		SAMSAR (957 Perl)				spatulas	3364/10 0.30	0.075	0.57
Cologne floral	1.23dz 0.30dz	0.18		cuticle clippers 508 1.40	0.35	2.61		3364/13 0.35	0.88	0.67	
Classic	1.645dz 0.401dz	0.24		513 1.50	0.375	2.82		3364/16 0.40	0.10	0.75	
compressed powder	1.025dz 0.25dz	0.15		511 1.75	2.60			3365/16 0.40	0.10	0.75	
compact	2.32dz 0.566dz	0.34		515 1.18	2.70			vibrators	3321 0.50	0.125	0.94
anti-shine	1.30dz 0.317dz	0.19		518 1.50 0.375	2.82			SANELLA (903 NPU)			
translucent	1.645dz 0.401dz	0.24		cuticle scissors 103/8D 0.93	0.105	1.56		sanitary towels			
cuticle remover	0.955dz 0.233dz	0.14		103/8C 0.99 0.25	1.86		No. 0	6.34	.. ..	0.16	
dewy skin lotion	1.99dz 0.485dz	0.29		103/9D 0.93 0.105	1.56		(4 dz)				
eye crayon collection	6.115dz 1.491dz	0.89		103/9C 0.99 0.25	1.86		No. 1	6.53	.. ..	0.17	
eyelid gloss	1.645dz 0.401dz	0.24		103/10D 0.99 0.11	1.16		(4 dz)				
eyeliner brush cake	1.095dz 0.267dz	0.16		103/10C 1.10 0.275	2.06		No. 2	7.30	.. ..	0.19	
liquid	0.955dz 0.233dz	0.14		105/9C 1.24 0.315	2.33		soluble	5.95	.. ..	0.15	
eyeliner pencil	1.30dz 0.317dz	0.19		105/9CC 1.50 0.375	2.82		(4 dz)				
eyelash outfit adhesive refill	5.15dz 1.255dz	0.75		3031/7 0.84dz 0.21dz	0.13		san-belts				
eye make-up remover pads	1.23dz 0.30dz	0.18		3031/18 1.86dz 0.465dz	0.29		adjustable	0.88dz	0.10dz	0.12	
	1.025dz 0.25dz	0.15		3031/10 1.08dz 0.27dz	0.17		de-luxe	1.22dz	0.14dz	0.10	
removing lotion	1.30dz 0.317dz	0.19		3031/12 1.32dz 0.33dz	0.21		nylon	1.02dz	0.115dz	0.14	
eye pencils	0.955dz 0.233dz	0.14		250/7d 0.25 0.065	0.47		Parrisiene	1.52dz	0.17dz	0.21	
eye shadow applicator	1.505dz 0.367dz	0.22		250/7b 0.25 0.065	0.47		SANICREPE (339 CG)				
brush	1.645dz 0.401dz	0.24		250/7r 0.25 0.065	0.47		cotton stretch bandage	2 in 1.00 dz			
cream	0.935dz 0.233dz	0.14		250/9d 0.30 0.075	0.57		3 in 1.45dz				
compressed	1.025dz 0.25dz	0.15		250/9b 0.30 0.075	0.57		4 in 1.85dz				
frosted	1.23dz 0.30dz	0.18		250/9r 0.30 0.075	0.57		6 in 2.75dz				
collection	3.565dz 0.869dz	0.52		252/8d 0.31 0.08	0.39		SAUNA (957 Perl)				
palette	2.32dz 0.566dz	0.34		229p 0.31 0.08	0.59		Cologne	6.96dz 1.74dz		0.90	
stick	0.955dz 0.233dz	0.14		251/7d 0.33 0.085	0.62		'S' eau de toilette 2 oz 1.20	0.30			
lip brush	2.39dz 0.583dz	0.35		251/7b 0.33 0.085	0.62		4 oz 2.00	0.50			
lip & lid gloss	1.30dz 0.317dz	0.19		251/7r 0.33 0.085	0.62		½ oz 0.52	0.13			
lip glosser	1.23dz 0.30dz	0.18		255g/d 0.77 0.195	1.50		¼ oz 0.95	0.237			
lip glow pearly	1.30dz 0.317dz	0.19		255g/b 0.77 0.195	1.50		⅓ oz 1.90	0.475			
lipstick push	1.025dz 0.25dz	0.15		255g/r 0.77 0.195	1.50		½ oz 3.24	0.81			
twist up	1.78dz 0.434dz	0.26					1 oz 4.50	1.125			
moisturised	1.99dz 0.485dz	0.29					2.50dz 1.00 dz	0.575			
liquid make-up	0.955dz 0.233dz	0.14					handbag atomiseur 2.30	0.575			
make-up brush	2.39dz 0.583dz	0.35					refill 1.76	0.44			
stick	1.78dz 0.434dz	0.26					parfum de toilette				
mascara block	1.025dz 0.25dz	0.15					atomiser 4 oz 2.80	0.70			
brush-on	2.32dz 0.566dz	0.34					refill 4 oz 2.16	0.504			
original	2.39dz 0.583dz	0.35					Shocking Cologne 2 oz 0.86	0.215			
roll-on	1.095dz 0.267dz	0.16					4 oz 1.60	0.40			
medicated make-up							8 oz 3.20	0.80			
cake	1.505dz 0.367dz	0.22					8.50dz 5.70	0.94			
liquid	1.99dz 0.485dz	0.29					½ oz 1.76	0.44			
moisturised make-up	1.78dz 0.434dz	0.26					⅓ oz 3.12	0.78			
skin food	1.99dz 0.485dz	0.29					1 oz 4.74	1.185			
nail lacquer	0.955dz 0.233dz	0.14					2 oz 7.56	1.89			
frosted opal	2.125dz 0.518dz	0.31					4 oz 12.80	3.20			
pearlised	1.23dz 0.30dz	0.18					handbag atomiseur ¼ oz 2.16	0.504			
remover	1.23dz 0.30dz	0.18					refill ¼ oz 1.46	0.365			
pads	1.30dz 0.317dz	0.19					½ oz 1.54	0.385			
nail strengthener	1.23dz 0.30dz	0.18					parfum de toilette				

Do you want to know a secret?





Now
Capinelli
reveals all



At leading stores and chemists everywhere—
Cardinelli have a gift for pleasing girls



We know how to keep a secret ...

Our biggest advertising campaign ever is going to be teasing and tantalising your customers for 12 long weeks. A new pack for Hoodwinks – the most exciting brand of eyelashes ever – and much much more!

Then at the vital moment with the maximum impact for you, all will be revealed.

Cardinelli's big secret will be out!!!

... and we know a few secrets too!

We know that above all, it is the cosmetic pack that sells the product. So this Christmas your customers will have no problems finding our exciting new range of bath products – they're gift wrapped! The prettiest packaging that any teenage sister or maiden aunt ever set eyes on. And the prettiest that any husband bought for his wife.

Over 80% of bath additives are purchased as gifts and we have chosen two of the fastest selling product lines. Oil Bath and Foam Bath. So take some action NOW – before the secret's out.

Cardinelli have a gift for pleasing girls.



Cardinelli Oil Bath

21cc 3 bath size at 16p
98cc 14 bath size at 58p
148cc 20 bath size at 80p

Cardinelli Foam Bath

98cc 7 bath size at 49p
148cc 10 bath size at 60p

Write or telephone immediately and arrange for our representative to call.

CARDINELLI

Cardinelli Beauty Products Limited, 339 Green Lanes, Haringey, London N4 1EA. Telephone 01-802 1319

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p
THERMOS (1226 Thermos)										
vacuum flasks										
25½	..	..	..	..	0.56					
2525	..	..	..	..	0.92					
26	..	..	..	..	0.55					
18½	..	..	..	..	0.52					
18	..	..	..	..	0.58					
1818	..	..	..	..	0.86					
18Q	..	..	..	..	0.95					
18QH	..	..	..	..	0.98					
refills	16QHT	..	..	..	1.15					
18½F	..	..	..	..	0.33					
14F	..	..	..	..	0.36					
1818F	..	..	..	..	0.53					
food jars	14QF	..	..	..	0.60					
62	..	..	..	..	1.15					
64	..	..	..	..	1.40					
66	..	..	..	..	1.00					
68	..	..	..	..	1.25					
620	..	..	..	..	5.00					
82	..	..	..	..	14.00					
refills	609	..	..	..	10.50					
62F	..	..	..	..	0.60					
64F	..	..	..	..	0.70					
ice bowls	923	..	..	..	10.50					
925	..	..	..	..	12.50					
jugs	931	..	..	..	6.00					
929	..	..	..	..	7.50					
71	..	..	..	..	1.55					
71Q	..	..	..	..	2.00					
refill	29QF	..	..	..	2.00					
J/2F	..	..	..	..	2.00					
jar stopper expanding	707	..	..	..	0.50					
jug stoppers	67/1	..	..	..	0.25					
67/2, 30/2	..	..	..	..	0.30					
29Q	..	..	..	..	0.60					
48/2	..	..	..	..	0.44					
THREE WISHES (412 Elida Gibbs)										
foam bath		2.925dz		0.73dz		0.39				
TINY TOT (848 Minnesota)										
cough mixture	55 ml	1.08dz	0.27dz		0.15					
diarrhoea mixture	60 ml	1.08dz	0.27dz		0.15					
TOGAL (533 Grabowski)										
tablets	42	2.40dz	0.60dz		0.35					
TONI (1242 Toni)										
home permanent										
regular, super and										
gentle										
whole head	4.31dz	1.03dz		0.59						
tip	2.84dz	0.68dz		0.39						
TOTOMYCIN (147 Boots)										
tablets 250 mg	100	0.75	..	..				
	1000	7.20	..	..				
TRILL (967 Petfoods)										
handy	2.40	0.38		0.07						
	(4 dz)	(4 dz)								
large	2.06	0.32		0.12						
	(2 dz)	(2 dz)								
TUBEGAUZ (1108 SMC)										
retail pack	1.52dz	..	..	0.19						
refill No 01 x 5 yd	1.12dz	..	..	0.14						
TUBEGAUZ (1127 Seton)										
No 1	2.80dz	..	..	0.35						
No 12	3.69dz	..	..	0.46						
No. 34	3.98dz	..	..	0.48						
No. 56	5.51dz	..	..	0.68						
No. 78	6.59dz	..	..	0.82						
No. T1	9.35dz	..	..	1.16						
No. T2	12.16dz	..	..	1.50						
applicator, plastic No OP	0.40	..	..	0.05						
metal No 00	0.10	..	..	0.15						
No 0	0.10	..	..	0.15						
No 1	0.39	..	..	0.58½						
No 2	0.41	..	..	0.61½						
No 3	0.44	..	..	0.66						
No 4	0.47	..	..	0.70½						
No 5	0.50	..	..	0.75						
No 6	0.53	..	..	0.79½						
No 7	0.55	..	..	0.82½						
No 8	0.58	..	..	0.87						
TWICE AS LASTING (525 Golden)										
existing entry				d						
TWICE AS LASTING (525 Golden)				i						
hairset										
single application pack	0.67dz	0.17dz		0.09½						
three application pack										
45 cc	1.62dz	0.41dz		0.23						
six application pack										
90 cc	2.34dz	0.58dz		0.33						
with colour										
single application	0.67dz	0.17dz		0.09½						
three application pack										
TWINK (412 Elija-Gibbs)										
roller tweeny	1.44dz	0.36dz		0.20						
TYRODAC (346 Dales)										
packs of 100 and 250				d						
ULTRAPEN (969 Pfizer)										
syrup 125mg/5ml	100 ml	0.92								
tablets 125 mg	20	0.62								
	100	2.58								
250 mg	20	1.16								
	100	5.10								
500	24.38									
WERTH'S (1226 Thermos)										
vacuum flasks										
25½	..	..	..	..	0.56					
2525	..	..	..	..	0.92					
26	..	..	..	..	0.55					
18½	..	..	..	..	0.52					
18	..	..	..	..	0.58					
1818	..	..	..	..	0.86					
18Q	..	..	..	..	0.95					
18QH	..	..	..	..	0.98					
refills	16QHT	..	..	..	1.15					
18½F	..	..	..	..	0.33					
14F	..	..	..	..	0.36					
1818F	..	..	..	..	0.53					
food jars	14QF	..	..	..	0.60					
62	..	..	..	..	1.15					
64	..	..	..	..	1.40					
66	..	..	..	..	1.00					
68	..	..	..	..	1.25					
620	..	..	..	..	5.00					
82	..	..	..	..	14.00					
refills	609	..	..	..	10.50					
62F	..	..	..	..	0.60					
64F	..	..	..	..	0.70					
ice bowls	923	..	..	..	10.50					
925	..	..	..	..	12.50					
jugs	931	..	..	..	6.00					
929	..	..	..	..	7.50					
71	..	..	..	..	1.55					
71Q	..	..	..	..	2.00					
refill	29QF	..	..	..	2.00					
J/2F	..	..	..	..	2.00					
jar stopper expanding	707	..	..	..	0.50					
jug stoppers	67/1	..	..	..	0.25					
67/2, 30/2	..	..	..	..	0.30					
29Q	..	..	..	..	0.60					
48/2	..	..	..	..	0.44					
THREE WISHES (412 Elida Gibbs)										
foam bath		2.925dz		0.73dz		0.39				
TINY TOT (848 Minnesota)										
cough mixture	55 ml	1.08dz	0.27dz		0.15					
diarrhoea mixture	60 ml	1.08dz	0.27dz		0.15					
TOGAL (533 Grabowski)										
tablets	42	2.40dz	0.60dz		0.35					
TONI (1242 Toni)										
home permanent										
regular, super and										
gentle										
whole head	4.31dz	1.03dz		0.59						
tip	2.84dz	0.68dz		0.39						
TOTOMYCIN (147 Boots)										
tablets 250 mg	100	0.75	..	..				
	1000	7.20	..	..				
TRILL (967 Petfoods)										
handy	2.40	0.38		0.07						
	(4 dz)	(4 dz)								
large	2.06	0.32		0.12						
	(2 dz)	(2 dz)								
TUBEGAUZ (1108 SMC)										
retail pack	1.52dz	..	..	0.19						
refill No 01 x 5 yd	1.12dz	..	..	0.14						
TUBEGAUZ (1127 Seton)										
No 1	2.80dz	..	..	0.35						
No 12	3.69dz	..	..	0.46						
No. 34	3.98dz	..	..	0.48						
No. 56	5.51dz	..	..	0.68						
No. 78	6.59dz	..	..	0.82						
No. T1	9.35dz	..	..	1.16						
No. T2	12.16dz	..	..	1.50						
applicator, plastic No OP	0.40	..	..	0.05						
metal No 00	0.10	..	..	0.15						
No 0	0.10	..	..	0.15						
No 1	0.39	..	..	0.58½						
No 2	0.41	..	..	0.61½	</td					

GEORGE, ORRIDGE & Co.

for
Stocktaking — Business Transfers — Assessments

London	Birmingham	Walsall	Bournemouth	Liverpool	Glasgow
01-434 1294/8	021-643 6547	0922 28748	0202 35832	051-236 7523	041-332 7977

	Trade £.p	Tax £.p	Retail £.p
ines			
der oil	1734 0.22	0.055	0.39
eam brushless	1641 0.22	0.055	0.39
lather 2057 0.238	0.059	0.42	
foam 2056 0.238	0.059	0.42	
soap in bowl	2051 0.371	0.093	0.65
ic	2155 0.371	0.093	0.65
jen	2055 0.56	0.14	0.98
stick	2153 0.238	0.059	0.42
2054 0.16	0.04	0.28	
shave	2058J 0.255	0.064	0.45
orant roll on	2058 0.339	0.085	0.60
2040 0.28	0.07	0.49	
lectric shave	2140 0.28	0.07	0.49
er talc	2022J 0.255	0.064	0.45
EL (793 MFL)	2009 0.28	0.07	0.49
	7 lb 1.96	.. ..	2.45

E (Weil)(961 EGP)			
Cologne	1 oz 0.54	0.135	1.00
2 oz 0.97	0.242	1.80	
4 oz 1.57	0.392	2.90	
8 oz 2.38	0.595	4.40	
16 oz 4.11	1.027	7.60	
6½ oz 0.97	0.242	1.80	
de toilette	1 oz 0.92	0.23	1.70
2 oz 1.46	0.365	2.70	
4 oz 2.38	0.595	4.40	
8 oz 3.84	0.96	7.10	
16 oz 6.49	1.622	12.00	
2 oz 1.73	0.432	3.20	
4 oz 2.49	0.622	4.60	
½ oz 1.14	0.285	2.10	
¾ oz 1.95	0.487	3.60	
½ oz 3.46	0.865	6.40	
1 oz 5.35	1.337	9.90	
2 oz 8.54	2.135	15.80	
4 oz 14.70	3.675	27.20	
8 oz 24.70	6.175	45.70	
16 oz 41.24	10.31	76.30	
isier de luxe	1 oz 6.16	1.54	11.40
fill	1 oz 4.76	1.19	8.80
nsette	½ oz 2.05	0.512	3.80
½ oz 3.51	0.877	6.50	
n body perfume	1 oz 0.81	0.205	1.50
2 oz 1.35	0.337	2.50	
4 oz 2.16	0.54	4.00	
de Venus bath	½ oz 1.89	0.472	3.50
body oil	1 oz 3.08	0.77	5.70
2 oz 5.51	1.377	10.20	
4 oz 8.27	2.067	15.30	
8 oz 11.78	2.945	21.80	
16 oz 17.68	4.42	32.70	
32 oz 29.46	7.365	54.50	
2½ oz 0.27	0.067	0.50	
toilette	4 oz 0.59	0.147	1.10

MENTS TO KEY TO SUPPLIERS

8 Carlton	= Carlton Laboratories (UK) Ltd 5 Manor Parade, Salvington Road, Durrington, Worthing. Worthing 63235
9 Henley	= Henleys of Hornsey Ltd, Alexandra Works, Clarendon Road, London N.0. 01-889 3151
9 Mia	= Mia Cosmetics, 11 Dover Street, London W1X 3PH. 01-499 4741
4 NTD	= Network Technical Distributors Ltd, 335 Hendon Way, London NW4. 01-202 8200
2 O	= Oppenheimer Son & Co Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. 01-274 2076
3 OG	= Osborne Garrett Nagele Ltd, Edgware Road, London N.W.9. 01-205 0111
5 Papier Poudre	= Papier Poudre, Crompton Road, Stevenage, Herts. 0438 57241
1 Searle	= Searle Laboratories, Whalton Road, Morpeth, Northumberland. Morpeth 4311
3 Shurzine	= The Shurzine Pharmacy Ltd, 478 Old London Road, Hastings. Hastings 3314

1162 Sorex	= Sorex (London) Ltd, Fulton House, Empire Way, Wembley, Middlesex HA9 0LX. 01-902 8686
1222 Taunton	= The Taunton Cider Company Ltd, Norton Fitzwarren, Taunton, Somerset. Taunton 83141
1276 VPL	= Vernon Powell Ltd, Verona House, 54 Selston Road, Croydon, Surrey CR2 6XE. 01-688 8375
1346 Woodward	= W. Woodward Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. 01-274 2076
1501 DGL	= Dreamland Group Ltd, Shipyard Estate, Hythe, Southampton, Hants. SO4 6YE. 042-14 3471
1627 B&D	= A.J.Box & Drivers Ltd, Powerscroft Road, Footscray, Sidcup, Kent DA14 5EG. 01-300 3377
1628 TOW	= The Old Winemaker, Pulborough, Sussex. Pulborough 2555
1629 Nelson	= A. Nelson & Co Ltd, 73 Duke Street, London W1M 6BY. 01-629 3118
1630 R&RL	= Renham & Romley Ltd, Canfield Place, London NW6 3BT. 01-624 6223
1631 Mediline	= Mediline UK Ltd, Hillsons Road, Curridge, Hants. SO2 2DY. Botley 2225
1632 Medicomb	= Medicomb Ltd, 19 Hanover Street, Liverpool L1 3DU. 051-709 9385
1633 Rochas	= Rochas Perfumes Ltd, 27 Grosvenor Street, London W1. 01-629 1713
1634 Teledyne	= Teledyne Aqua Tec UK, Alexandra Street, Hyde, Cheshire SK14 1DY. 061-368 7526
1635 Sas	= Sas Scientific Chemicals Ltd Victoria House, Vernon Place, London WC1B 4DR. 01-405 7954
1636 Lennard	= J.P.Lennard Ltd, 33 Long Furlong, Rugby, Warwickshire. Rugby 4839
1637 Landaw	= L. Landaw & Co Ltd, 95 Burns Road, London N.W.10. 01-965 9381

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
ALBION (399 CG) cotton wool	1 oz 0.54dz	.. ..	0.06½a
	4 oz	1.38dz	.. ..
	1 lb	4.42dz	.. ..
paper wrapped	2 oz	0.85dz	.. ..
	8 oz	2.42dz	.. ..
	1 lb	4.14dz	.. ..
ALTILEV (1176 Squibb) entire entry			d
ANGIER (172 BMCL)			
children's cold relief drink	0.119	0.03	0.20 a
junior aspirin tablets 50	0.082	0.021	0.14
dp 500	0.369		
emulsion large size			d
BAND-AID (672 Johnson)			
elastic plasters			
2½ in x 1 yd	0.147	.. ..	0.21 a
2½ in x 6 in	0.034	.. ..	0.05
washproof plasters			
medium assorted tin	0.127	.. ..	0.18
large assorted tin	0.165	.. ..	0.23
economy carton	0.201	.. ..	0.28
medium strips	0.127	.. ..	0.18
large strips	0.165	.. ..	0.23
composite pack 120	1.129	.. ..	1.57½i
2½ in x 6 in	0.034	.. ..	0.05
2½ in x 1 yd	0.147	.. ..	0.21
BAYOLIN (97 Bayer)			
ointment	35 g	0.19	0.048 a
BAYCARON (97 Bayer)			
tablets 25 mg	50	1.30	a
	150	3.74	
BENCARD (113 Bencard)			
skin test solutions			
intradermal and prick			
2 ml	0.35		a
21 skin test outfit			
21 x 2 ml	6.00		
standard cabinet			
72 x 2 ml	22.00		
refill			
hospital cabinet			
120 x 2 ml	35.50		
refill			
29.00			
BENYLIN (938 PD)			
expectorant	2½ l	1.51	†s7a
with codeine	2½ l	2.40	†s7DDI
BOLDOLAXINE (346 Dales)			
(distributors 1556 Farillon)			
BOULES OUIES (346 Dales)			
(distributors 1556 Farillon)			
BOURJOIS (150 Bourjois)			
soaps (4)	9391		d
talcums Bourdoir, Wild Rose and Golden Fern			d
BUDALE (346 Dales)			
(distributors 1556 Farillon)			
CALLUSOLVE (1454 Dermal)			
wart treatment	10 ml	0.55	0.1375 a
CARBITAL (938 PD)			
Kapsels	25	0.25	0.38 †s1s4Aa
	250	1.65	2.48 †s1s4Aa
COLLYRE BLEU (Laiter) (346 Dales)			i
(distributors 1556 Farillon)			
CORTIPHENICOL (346 Dales)			
(distributors 1556 Farillon)			
COTY (301 Coty)			
honev not lip conditioner	.. ..	.. ..	0.55 i
CUTISAN (346 Dales)			
(distributors 1556 Farillon)			
CUXSON GERRARD (339 CG)			
bandages w.o.w. B.P.C.			i
1 in x 4 yd		0.28dz	.. ..
1½ in x 4 yd		0.37dz	.. ..
2 in x 4 yd		0.46dz	.. ..
2½ in x 4 yd		0.57dz	.. ..
3 in x 4 yd		0.65dz	.. ..
4 in x 4 yd		0.82dz	.. ..
boil treatment		0.89dz	0.222dz 0.14

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Reta
calico 4 in x 4 yd	1.18dz	.. ..	0.15		11 in x 7 in	1.35dz	.. ..	0.16½			
cellulose tissue	0.33dz	.. ..	0.49½	red flannelette					INGRAM (172 BMCL)		
wadding	0.20dz	.. ..	0.26½	7½ x 5 in	0.99dz	.. ..	0.12	shaving cream brushless	0.121	0.03	0.19
cotton wool B.P.C. 1 oz	0.61dz	.. ..	0.07	11 in x 7 in	1.99dz	.. ..	0.25	lather	0.121	0.03	0.19
2 oz	1.04dz	.. ..	0.13½	rigid zinc oxide plaster				economy	0.156	0.039	0.25
4 oz	1.73dz	.. ..	0.20	½ in x 1 yd	0.39dz	.. ..	0.05				
1 lb	5.69dz	.. ..	0.67	1 in x 1 yd	0.53dz	.. ..	0.06½	INOTYOL (346 Dales)			
paper wrapped	½ oz	0.46dz	.. ..	½ in x 3½ yd	0.90dz	.. ..	0.11	(distributors 1556 Farillon)			
8 oz	3.17dz	.. ..	0.37½	1 in x 3½ yd	1.25dz	.. ..	0.15½	INTRALIPID (930 P&B)			
1 lb	5.61dz	.. ..	0.66	½ in x 5 yd	1.18dz	.. ..	0.15	20% 100 ml	2.50		
crepe bandage B.P.C.				1 in x 5 yd	1.72dz	.. ..	0.21½	500 ml	5.74		
2 in	1.26dz	.. ..	0.17½	2 in x 5 yd	2.90dz	.. ..	0.35	INTRAMYCETIN (938 PD)			
2½ in	1.58dz	.. ..	0.21	3 in x 5 yd	3.95dz	.. ..	0.48	(vet.) vial	10 ml	0.35	
3 in	1.80dz	.. ..	0.25	½ in x 10 yd	1.67dz	.. ..	0.20	30 ml	0.97	.. ..	0.46
3½ in	2.10dz	.. ..	0.30	1 in x 10 yd	2.61dz	.. ..	0.31½	75 ml	1.94	.. ..	2.91
4 in	2.42dz	.. ..	0.32	2 in x 10 yd	4.17dz	.. ..	0.49	JOHNSONS (672 Johnson)			
5 in	2.94dz	.. ..	0.36	3 in x 10 yd	5.89dz	.. ..	0.70	bandages W.O.W. BPC			
6 in	3.57dz	.. ..	0.43	standard dressing	No. 2	1.68dz	.. ..	2.5cm x 5m	0.032	.. ..	0.04
domette bandage B.P.C.				No. 3	0.35dz	.. ..	0.04	5cm x 5m	0.052	.. ..	0.07
3 in x 6 yd	3.13dz	.. ..	0.36	No. 4	0.49dz	.. ..	0.06	7.5cm x 5m	0.073	.. ..	0.10
4 in x 6 yd	4.18dz	.. ..	0.46	No. 5	0.32dz	.. ..	0.04	10.5cm x 5m	0.093	.. ..	0.12
6 in x 6 yd	6.05dz	.. ..	0.66	No. 6	0.54dz	.. ..	0.07	bandages crepe BPC			
dressings pack sterile	1.25			No. 7	0.85dz	.. ..	0.11	5cm x 4.5m	0.140	.. ..	0.18
first aid cream	0.60dz	.. ..	0.07½	No. 8	0.35dz	.. ..	0.04	7.5cm x 4.5m	0.201	.. ..	0.21
first aid outfit	A45	-0.50	.. ..	No. 9	0.57dz	.. ..	0.07	10cm x 4.5m	0.269	.. ..	0.36
sports	A103	3.625	.. ..	No. 10	0.89dz	.. ..	0.11	15cm x 4.5m	0.391	.. ..	0.52
refill	A103R	2.70	.. ..	No. 11	0.69dz	.. ..	0.08	cellulose wadding BPC			
sports	A85M	4.00	.. ..	No. 12	0.92dz	.. ..	0.12	500 g	0.223	.. ..	0.30
works 1-10	A135W	3.10	.. ..	No. 13	1.36dz	.. ..	0.17	cotton wool BPC	25 g	0.047	.. ..
refill	A135R	1.275	.. ..	No. 14	0.64dz	.. ..	0.08	100 g	0.130	.. ..	0.17
works 1-50	A136W	4.375	.. ..	No. 15	1.00	.. ..		500 g	0.538	.. ..	0.72
refill	A136R	2.45	.. ..	No. 16	1.42dz	.. ..		cotton wool hospital			
works over 50	A137W	6.125	.. ..	36 in sides	1.55dz	.. ..		100 g	0.105	.. ..	0.14
refill	A137R	4.35	.. ..	38 in sides	1.42dz	.. ..		500 g	0.415	.. ..	0.52
transport	A151M	2.70	.. ..	white wool felt				dental floss	0.114	.. ..	0.18
refill	A151R	1.75	.. ..	1 in x 18 in wide				dressing pack sterilised	0.104	.. ..	0.14
office, shops and				semi compressed ¾ in				gauze rolls BPC	1 m	0.086	.. ..
railway premises				¾ in				3 m	0.187	.. ..	0.25
	A12	0.75	.. ..	¾ in				5 m	0.285	.. ..	0.38
refill	A12R	0.675	.. ..	soft ¾ in				10 m	0.555	.. ..	0.74
	A13	1.35	.. ..	¾ in				gauze & cotton tissue			
	A13R	1.237	.. ..	2.25				BPC	500 gm	0.637	.. ..
	A14	3.175	.. ..	2.85				Drug Tariff	500 gm	0.535	.. ..
	A14R	3.175	.. ..	3.65				incontinence pads	12	0.403	.. ..
	A15	3.437	.. ..	1.92				lint rolls			
	A15R	2.237	.. ..	2.60				BPC	25 gm	0.071	.. ..
	A16	4.40	.. ..	4.00				100 gm	0.227	.. ..	0.30
	A16R	2.237	.. ..	4.74				500 gm	1.021	.. ..	1.30
	A17	6.25	.. ..	5.15				boric	25 gm	0.075	.. ..
	A17R	3.65	.. ..	6.60				100 gm	0.240	.. ..	0.32
farms outfit A	A20	0.787	.. ..	9.38				multiple pack dressing			
refill	A20R	0.625	.. ..	2.63	a			No. 1	0.242	.. ..	0.32
outfit B	A21	1.175	.. ..	2.63	i			No. 2	0.527	.. ..	0.70
refill	A21R	1.05	.. ..	1.75				N. A. dressings			
RAC car & home	A214	1.71	.. ..	1.75				9.5cm x 9.5cm	0.031	.. ..	0.04
flannel bandage B.P.C.								sterilized lint dressings			
3 in x 4 yd		3.58dz	.. ..	0.40				small	0.036	.. ..	0.06
4 in x 4 yd		4.72dz	.. ..	0.53				medium	0.053	.. ..	0.07
6 in x 4 yd		7.03dz	.. ..	0.77½				large	0.082	.. ..	0.12
gauze B.P.C.								triangular bandage	0.119	.. ..	0.16
1 vd		0.96dz	.. ..	0.12				KHADINE (1355 Yardley)			
3 vd		2.03dz	.. ..	0.25½				Cologne	0.497	0.124	0.87
6 vd		3.65dz	.. ..	0.43½				foam bath	0.436	0.109	0.77
12 vd		7.10dz	.. ..	0.84				mini-spray	0.391	0.098	0.69
pads (swabs)								perfume	0.714	0.179	1.25
8 plv	3 in x 3 in							soap	0.138	0.035	0.22
	5	0.50dz	.. ..	0.06½				talc	0.209	0.052	0.37
	3 in x 3 in							KLING (672 Johnson)			
	100	0.38	.. ..					conforming bandage			
	4 in x 4 in							5cm x 3.5m	0.061	.. ..	0.08
	100	0.59	.. ..					7.5cm x 3.5m	0.079	.. ..	0.11
12 plv	4 in x 4 in							10cm x 3.5m	0.094	.. ..	0.13
	100	0.82	.. ..					15cm x 3.5m	0.130	.. ..	0.17
16 plv	2 in x 2 in							KOLANTICON (838 Merrell)			
	100	0.33	.. ..					gel	150 ml	0.20	0.05
	3 in x 3 in							500 ml	0.56	.. ..	0.84
	100	0.50	.. ..					wafers	100	0.98	.. ..
gauze and cotton tissue	B.P.C.							KOLANTYL 838 Merrell)			
1 lb	0.57	.. ..	0.76					gel	250 ml	0.28	0.07
Drug Tariff No.4	1 lb	0.49	.. ..	0.62½				1000 ml	0.98	.. ..	1.45
ileo-colostomy bags								tablets	48	0.28	0.07
sealed one end								KOLANTYL N.V. (838 Merrell)			
12 x 5		0.408dz	.. ..					tablets	24	0.14	0.035
18 x 5		0.437dz	.. ..					dp 120	0.66	.. ..	0.99
12 x 4		0.383dz	.. ..					LANOXIN (208 BW)			
18 x 4		0.408dz	.. ..					tablets 0.25 mg			
sealed both ends								pack of 100			
12 x 5		0.437dz	.. ..					LION (205 Burgess)			
12 x 4		0.408dz	.. ..					ointment	1½ oz	1.20d	0.30d
18 x 5		0.462dz	.. ..					3 oz	2.10d	0.53d	0.31
18 x 4		0.437dz	.. ..					16 oz	0.60	0.15	0.92
lint absorbent B.P.C.	½ oz	0.64dz	.. ..	0.08				36 oz	1.00	0.25	1.60
	2 oz	0.94dz	.. ..	0.11½				pills	0.90d	0.23d	0.13
	4 oz	1.80dz	.. ..	0.22				1.70d	0.43d	0.25	
	8 oz	3.07dz	.. ..	0.36				LIORESAL (262 CIBA)			
	1 lb	0.93	.. ..	1.29				existing entry			
	boric B.P.C. '63	1 oz	0.96dz	.. ..	0.12			LORESAL (262 CIBA)			
	2 oz	1.78dz	.. ..	0.21½				tablets 10 mg	100	5.84	
	4 oz	3.24dz	.. ..	0.34½				LIPCOTE (1345 Woodward)			
	8 oz	5.90dz	.. ..	0.64½				small	0.16	0.04	0.28
	1 lb	0.99	.. ..	1.18½				large	0.24	0.06	0.42
multipack dressing No.1		2.80dz	.. ..	0.31½				LIPIODOL (971 PSMB)			
No.2		5.72dz	.. ..	0.66				ultra fluid	10 ml	0.56	.. ..
rigid porous belladonna plasters	BPC 7½ in x 5 in			0.08				viscous	20 ml	0.56	.. ..
		0.67dz	.. ..					LIPIPHYSAN (1123 SLL)			
								existing entry			
								LIPIPHYSAN (1123 SLL)			
								10% 500 ml	3.45		
								15% 500 ml	3.75		
								LIP-LITE (633 H&P)			
								existing entry			

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
33 H & P)											
ith holder	0.76	0.19	1.38	i	gold	1.96	0.49	0.07½ <i>i</i>			
	0.20	0.05	0.38		toilet	(3dz)	(3dz)				
ONOID (756 Lewis)					bath	2.74	0.69	0.10½ <i>a</i>			
try					(3dz)	(3dz)					
ONOID (757 Lewis)				d	PARDALE (346 Dales)						
100 12.80dz	3.20dz	1.87		i	(distributors 1556 Farillon)						
500 59.20dz	14.80dz	8.63		PENTOSTAM (208 BW)							
(756 Lewis)					100 ml	9.40	..	14.10 c			
try					linctus	500 ml	0.44				
(757 Lewis)				d	ampoules 1 ml	10	1.65	..			
100 10.60dz	2.65dz	1.50		tannate in oil 1 ml	10	0.85	..	2.48 ½s4B <i>a</i>			
1000 98.80dz	24.70dz	14.40		100	7.82	..	..	1.28 ½s4B			
200 ml	7.50dz	1.88dz						11.75 ½s4B			
11 35.20dz	8.80dz	5.14		PITRESSIN (938 PD)							
4 TEARS (35 Allergan)					Kapsseals 250 mg	100	0.80	1.20 ½s4B <i>a</i>			
4 TEARS (35 Allergan)				d	500	3.56	..	5.35 ½s4B			
utors 1121 Searle)				i	PSORIDERM (1454 Dermal)						
15 cc 0.44	..	..	0.66		bath emulsion	225 ml	0.65	0.1625	a		
A (1102 Sanitas)					cream	225 ml	0.65	0.1625			
108 cc 1.63dz	0.41dz	0.21½			scalp lotion	112 ml	0.65	0.1625			
330 cc 2.95dz	0.74dz	0.39			225 ml	0.65	0.1625				
1000 98.80dz	24.70dz	14.40 d		RELAX QUIES (346 Dales)							
0 ml and 15 cc					(distributors 1556 Farillon)						
ENT (280 CP)					RESOCHIN (97 Bayer)						
try				d	tablets	100	0.95	a			
L (838 Merrell)				i	REMINGTON (1044 R)						
150 ml 0.38	..	..	0.57 a		shavers						
500 ml 1.08	..	..	1.62		F 2	..	..	11.95 a			
50 0.26	..	..	0.39		ROYAL SHIELD (975 PWL)						
250 0.88	..	..	1.32		blow out cream	8 oz	11.52dz	2.88dz	1.67		
nenobarbitone					conditioner/hairdressing	2 oz	4.80dz	1.20dz	0.70		
50 0.36	..	..	0.54 ½s4A		8 oz	11.52dz	2.88dz	1.67			
p 150 ml 0.42	..	..	0.63 ½s4A		easy comb conditioner	8 oz	7.20dz	1.80dz	1.05		
E (938 PD)					holding spray	13 oz	11.52dz	2.88dz	1.67		
2½ 1.20					neutralizer shampoo	8 oz	4.80dz	1.20dz	0.70		
LINE (346 Dales)					oil sheen conditioner	10 oz	9.60dz	2.40dz	1.40		
utors 1556 Farillon)					SAFAPRYN (969 Pfizer)						
76 MP)					tablets	250	1.86				
1.57dz	0.395dz	0.23 •			SALACTOL (1454 Dermal)						
ers kit	2.17dz	0.54dz	0.32		wart paint	10 ml	0.35				
1.10dz	0.275dz	0.16			SANOID (339 CG)	entire entry					
our kit	2.79dz	0.70dz	0.41		liquid	112 ml	0.78dz	0.195dz	0.11 a		
BMCL)					225 ml	1.34dz	0.335dz	0.19			
0.349	0.087	0.62 i			450 ml	2.04dz	0.51dz	0.29			
50 g 0.181	0.045	0.29 a			5 l	1.16	0.29	1.75			
120 g 0.261	0.065	0.42			SCHOLL'S (1108 SMC)						
28 cc 0.182	0.046	0.30			chilblain ointment	1.74dz	0.435dz	0.25 •			
42 cc 0.231	0.058	0.38			suede protector spray	4.32dz	..	0.50			
28 cc 0.168	0.042	0.27			SCORE (172 BMCL)						
for men	0.199	0.05	0.33		hairdressing	38 g	0.126	0.032	0.20 a		
0.168	0.42	0.28			80 g	0.207	0.052	0.33			
0.109	0.027	0.18			SEBBIX (1530 Fisons)						
men	0.12	0.03	0.19		cream shampoo	tube	1.47dz	0.37dz	0.20 a		
N (838 Merrell)					liquid shampoo	bottle	67 cc	1.47dz	0.37dz	0.20	
ant 150 ml 0.24	0.06	0.42 ½s7a			135 cc	2.62dz	0.65dz	0.35			
500 ml 0.72	0.24	1.26 ½s7			STAYFREE (672 Johnson)						
N DOSPAN (838 Merrell)					mini pads	10	0.095	..	0.13		
25 0.42	0.105	0.73½s7a			SULFATHALIDINE (837 MSD)						
100 1.48	0.37	2.59 ½s7			entire entry						
6 Dales)					CAPSULES	21	0.262	..	0.36 a		
utors 1556 Farillon)					42	0.499	..	..	0.69		
RVEY'S (578 Harvey)					84	0.862	..	..	1.19		
ture 1.40dz	0.35dz	0.18½a			SUPERSOFT (1038 R&C)						
NT (172 BMCL)					wig cleaner						
al 0.216	..	..	0.27 a		TABLOID (208 BW)						
A (1556 Farillon)					aminophylline 0.1 g	500	0.70	..	1.05 c		
100 3.53	..	..	5.30 r		ergometrine maleate 0.5 mg	500	5.00	..	7.50		
(97 Bayer)											
on 100 ml 0.235					TACE (838 Merrell)						
0 mg 500 ml 0.99					capsules	50	0.88	..	1.32 ½s4B <i>a</i>		
50 0.43											
250 1.96											
0 mg 50 0.93											
250 4.16											
I (187 BS)											
50											
(1089 RPD)				d							
50 0.50											
E (280 CP)											
en toilet	3.93	0.98	0.07½a								
bath	3.66	0.92	0.10½								
(4dz)	(4dz)	(4dz)									

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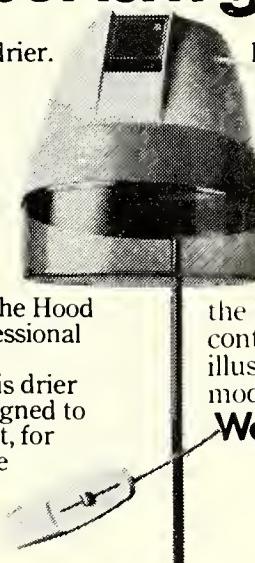
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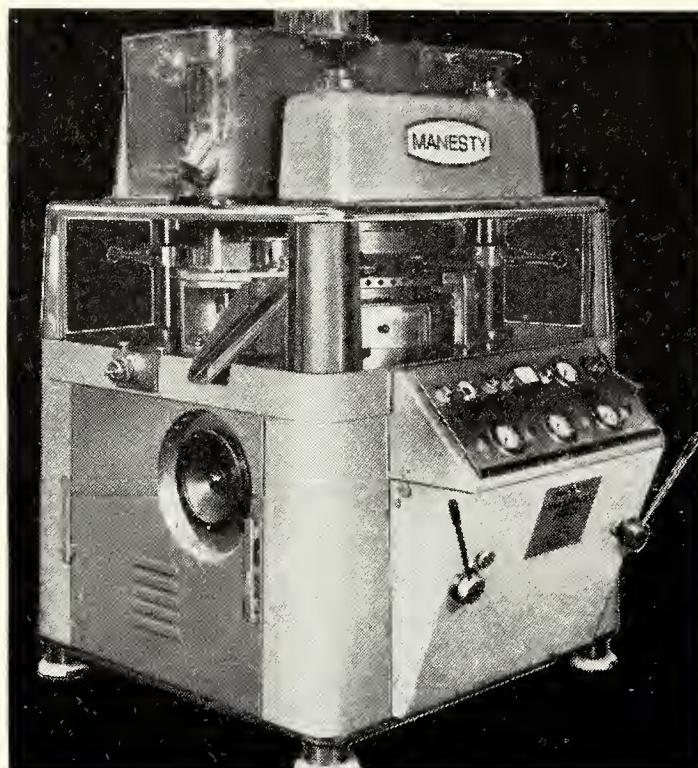
Philips Hair Driers

HAIR DRIERS	Publication	Oct. 16	Oct. 23	Oct. 30	Nov. 6	Nov. 13	Nov. 20	Nov. 27	Dec. 4	Dec. 11	Dec. 18	Dec. 23
Woman				●			●	●			●	●
Woman's Realm			●			●			●		●	
Woman's Weekly				●			●			●		
Good Housekeeping		●			●							
Look Now		●							●			
Candida			●		●		●			●		
BEAUTY MIRROR												
Woman's Own					●			●		●		●
Vogue										●		
Good Housekeeping										●		
Petticoat					●	●	●			●		
Woman's Journal					●					●		
Candida						●		●		●		
Cosmopolitan						●				●		

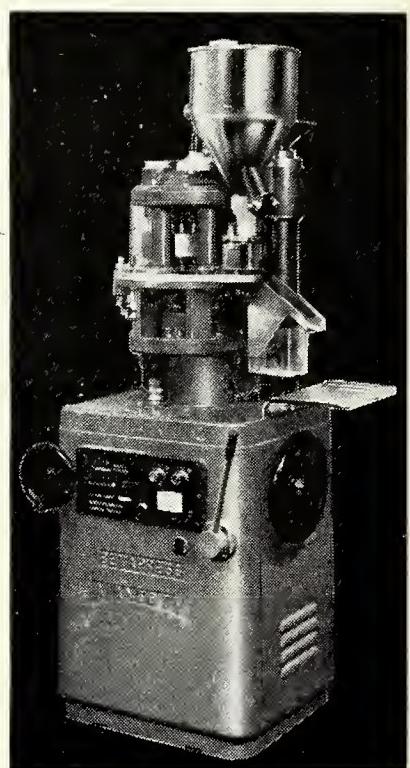
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COMMENT

When a lease ends

Most chemists are tenants. In a way, a lease is like a life. In spite of the best medical care and the finest of modern drugs, lives terminate. So do leases—but thanks to the supernatural efforts of our legislators, leases may be (if necessary, compulsorily) renewed.

In the first place, the tenancy of business premises continues until such time as the landlord puts an end to it by serving a notice to quit in the form prescribed by the Landlord and Tenant Act 1954. This notice cannot terminate before the term set by the lease or tenancy agreement and it must in any event be for at least six months.

If a landlord forgets to serve a notice the tenant sits tight. The tenancy will continue at the old rent. "Let sleeping landlords lie" is rule one.

If one does receive a notice, then it is essential to go to a solicitor. A "counter-notice" may be served and if terms for a new tenancy cannot be agreed then application is made to the court in due time, the tenant will have enormous protection.

In most cases, business tenants are entitled to new tenancies. If a landlord wishes to obtain possession, he must (in general and in broad terms) prove one of the following circumstances:

- That he wants to demolish or to reconstruct the place and he cannot do so without obtaining possession;
- That he requires all or part of the premises for use for his own business or home; but this ground is only available if a landlord has held his interest in the premises for five years or more;
- That the tenant has been persistently late in paying his rent; that he has failed to keep the premises in proper repair; or that he has been guilty of some other serious breach of his obligations under the current tenancy.

Tenancy secure

There are a few other, less common, grounds—but assuming that there is no scheme for demolition or reconstruction of the premises and that the landlord cannot show that he wants to use the place for himself—and assuming that the chemist has been a good tenant—it is highly unlikely that he will be driven out at the end of the tenancy. Of course, if the rent goes up too much, it may be necessary to leave.

If tenant and landlord cannot agree on terms, the remedy then lies in the hands of the court. The judge will decide what is a fair rent, having regard to the presumed rent which the premises would fetch, if they were put on to the open market.

Happily, few cases actually reach trial. Most are settled by some compromise on the way. But the fact that the court could listen to valuers on each side; that the judge might come down heavily on the tenant's side; and the uncertainty of litigation—all these often lead landlords to come to far more reasonable arrangements than the tenant could otherwise extract from them.

If a rent is fixed which the tenant cannot afford, he is free to leave. If he goes voluntarily, then he will obtain

no compensation. But if the tenant is driven out because the landlord establishes some reason unconnected with any fault—such as his wish to pull the place down—then there will be some compensation. If the tenant has been there for fourteen years or more, he will get a sum equal to twice the rateable value of the premises; if for less, then an amount equivalent to the rateable value—which might pay removal expenses!

Anyway, the 1954 Act—amended and improved by the Law of Property Act 1961—does give vital protection to chemists who are also tenants and who know of its existence. So rule two in this game is: Do not be bluffed by a landlord into giving up rights or into paying more rent than necessary. Which leads to rule three: The wise tenant knows enough property law to keep a landlord at bay—until he (the tenant) has time to consult a wise solicitor. This is not a case in which the chemist should dispense his own legal prescriptions.

Silent minority

The Pharmaceutical Society's journal last week published the Society's evidence to Sir Hugh Linstead's working party on the NHS pharmaceutical services, because "members of the Society are entitled to know what was said on their behalf". With that sentiment we must concur, but the journal's leading article goes on to suggest that rejection of many of the Society's "fertile" proposals led to the inevitable production of a "barren" report by the working party.

But who were the working party members? Three of the eight were the then president of the Society (Mr W. M. Darling), the secretary and registrar (Mr D. F. Lewis) and a member of Council (Mr D. E. Sparshott). If the Society's evidence had such clear-cut merit, are its members not entitled to ask the whereabouts of the minority report from these "representatives"?

Were these three wise men not convinced of the Council's own case before they received it in the working party—or were they persuaded during discussion, and in the light of other evidence, that the proposals were impracticable or undesirable? Did they subjugate their own opinions in the interests of putting a "united" document before the Central NHS (Chemist Contractors) Committee for consideration? If so, we have a more plausible explanation for the woolly nature of the working party's report than has hitherto been advanced.

Whatever the motives, it is odd to find the Society again advancing proposals the membership might be excused for thinking had been rejected for good reasons. Perhaps the lukewarm reception the profession accorded to the report has given the Society's leaders new courage in their own convictions!

The next move is with the local pharmaceutical committee representatives. When they meet on October 8 they will have the responsibility of agreeing with the working party that little can be done to improve the contractor's lot—or showing the Society how much they value "professional" leadership.

INTO EUROPE

Problems facing the o-t-c industry

Britain's "liberal and pragmatic spirit" will be very much welcomed by Europe's proprietary medicines industry. The industry's problem is that while "liberalisation" is the keynote of EEC policies, for medicine makers the future holds the prospect of more and more restrictions.

One of the possible restrictions is on the sale of medicines through pharmacies only, but it is not one the industry opposes in principle. Indeed, the Belgian situation, in which the pharmacist takes full responsibility for ensuring that the medicine reaches the public in prime condition is welcomed. But in Belgium there are some 4,700 pharmacies for 10 million population, and the doctor may well sell medicines in areas without a pharmacy—a system of distribution which ensures convenient access to medicines for all members of the public.

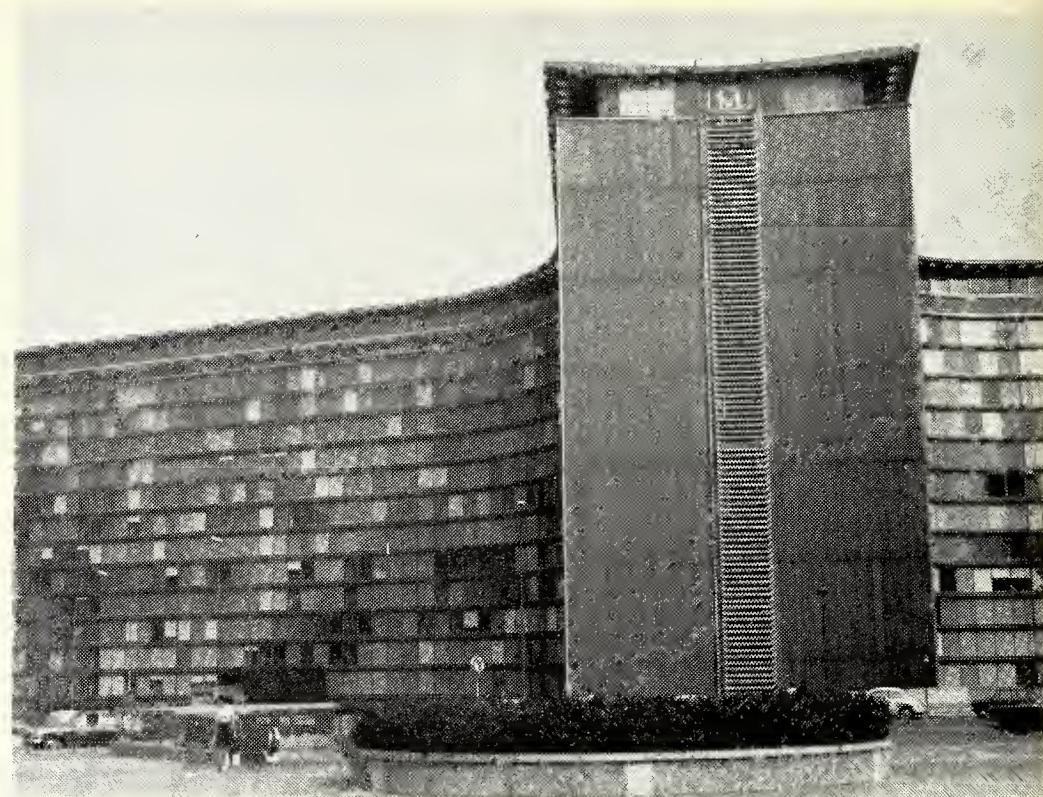
Public interest

Compare this with Holland, however, where there are only 700 pharmacies for 12 million population. Total restriction of medicines to pharmacies under such conditions would not be in the public interest, says the industry. At present, Holland has 6,000-7,000 druggists, but the Dutch authorities are becoming more and more severe about what they can sell. For example, until 1970, sales of analgesics were completely unrestricted, but now packs must contain a maximum of 10g of active ingredient (regardless of dosage!). Similar action has just been announced in Belgium in respect of phenacetin and paracetamol.

The European industry will therefore be looking to the British Government to defend the principles of "free distribution" established here, since they do not see the number of pharmacies in Britain anywhere near adequate to handle exclusively the distribution of over-the-counter medicines.

Pricing control is another of the industry's headaches. Many EEC countries have an arrangement like Britain's voluntary price regulation scheme for prescription medicines—but it is statutory, and o-t-c products are included. The following summary is taken from the recently published NEDO "International price comparison".

Belgium: Import prices have been related by a formula to corresponding prices in countries of origin. The present rule is



The EEC headquarters in Brussels

that prices must be at least 6 per cent below those in the country of origin.

France: Prices are related to the cost of chemical ingredients, plus mark-ups for production, packaging and a nominal profit; but in practice profits have been inflated by the use of arbitrary costs for chemical ingredients supplied by a parent or affiliated concern.

Italy: The Government has imposed arbitrary, across the board, percentage price cuts, which have merely encouraged the introduction of duplicate higher priced products.

Germany: There are no direct price controls, although doctors are subjected to a degree of prescribing control.

In Belgium, for example, it is necessary for a company to give full details of costs in justification of the price charged. This is when the product is wholly "home-produced," but for imported products the theory is that the selling price should be related to that in the country of origin. The problems that arise from a currency revaluation, or justification of a price rise in a foreign market, can be readily contemplated. In case of currency devaluation in country of origin, prices should (following Belgian authorities) be automatically decreased in the same proportion.

Price reductions

Recently, the Belgian authorities decreed that there would be an overall 6 per cent reduction in medicines prices—a figure that could easily wipe out the manufacturer's profit on some items. This was cut back to 3-4 per cent after negotiations—but a fight through the courts is expected over the whole "common price" regulation. For the moment at least, no plans are known that would make price control of this type, EEC policy.

Country-to-country variations are hard enough on an international industry, but the variations between international group-

ings add a further dimension to the problems. Most attempts to control or rationalise medicines begin at the World Health Organisation. From there they go to the economic groups—the EEC and EFTA—and to the Council of Europe in Strasbourg (though this has no powers of decision, it adds its views and makes recommendations to both EEC and EFTA and member governments). Next, the recommendations are considered by the "experts" of the European economic and social committee who advise the EEC Commission. If the Commission approves, they go to the Council of Ministers whose approval turns a recommendation into a "directive".

Varying legislation

It will be realised that passage through so many channels can cause a single WHO proposal to emerge as differing legislation in the two European economic groups—and in other countries of the world. For example, EFTA has agreed a relatively simple system of mutual recognition of manufacturer inspection—too simple, unfortunately, for the EEC.

Because of the multi-level nature of the decision-making process, the industry has had to group itself into international "lobbies" to fight for its interests at each stage. Thus the national associations (ABPI and PAGB in Britain) are represented in Europe by the Pharmaceutical Industries Association at EFTA level, and GIIP (Groupement International de l'Industrie Pharmaceutique des Pays de la Communauté Economique Européenne) at EEC level.

At WHO level there is the International Federation of Pharmaceutical Manufacturers' Associations, which is recognised by WHO as a non-governmental organisation. (The "lobbying" system is part of the European set-up; even the pharmaceutical group is only recognised as representing professional interests on an international

scale.) The o-t-c manufacturers have, in addition, formed the World Federation of Proprietary Medicine Manufacturers to look after that industry's special needs.

Advertising of medicines provides a good example of the complex situation that can arise from differences of opinion between the various agencies.

The World Health Organisation has listed the criteria it feels should govern all medicines advertising. These are unquestionable criteria, such as requirements that advertising should be "fair", that there should be no unsupported claims, etc, for medicines.

But the Council of Europe has made a partial agreement on more elaborate control of advertising to the public. It is drafting a classification of medicines distribution (prescription only, etc) and there is at present a proposal that some important o-t-c substances should be restricted. One of these is phenacetin which, although almost totally excluded voluntarily by British manufacturers, is a major ingredient in some leading continental proprietaries. Unfortunately for the industry, the Council of Europe discussions are secret—and there is no opportunity to put forward a case.

Self-medication ban

At EEC level, there is a draft directive relating to labelling, advertising, etc, but among them is an article forbidding all advertising which recommends self-medication. Not surprisingly, the proprietaries industry is fighting against this one with all its energy! There is also a list of illnesses and their symptoms for which no advertising of treatments would be allowed. This includes influenza! Again, the industry hopes to see some amendment forthcoming, or at least a sensible "interpretation".

In general, the industry believes it has been fairly successful in curbing the activities of its own advertising black sheep through voluntary controls. The Belgian system is that a committee formed from the industry, the advertising agencies and the media criticises any published advertisement that does not conform to the required standards—if the advertiser does not comply, agencies will not act for him and media will not accept his copy. Direct-mail that does not comply is referred to the Ministry of Health for action.

In Britain, of course, similar functions are carried out by the PAGB—which vets members' advertising before it appears.

Although the EEC has been in existence since 1957, "only one directive has so far been agreed by the Council of Ministers—and that is in the most general of terms, relating to the harmonisation principle for legislative, statutory and administrative provisions for the registration and labelling of pharmaceutical specialities.

The other main directives affecting the industry which are still under discussion are:

- registration with Ministry of Health branded medicines;
- control of production; control of production units;

- mutual recognition of registration;
- harmonisation of the list of substances that may be added to branded pharmaceuticals for colouring;
- harmonisation of legislation on pharmaceutical advertising;
- free establishment of industrial units;
- recognition of scientific diplomas; free establishment of wholesalers within the member states;
- harmonisation of legislation on dietary foods;

- harmonisation of member states' legislation on analytical pharmacotoxicological and clinical standards for assays of branded pharmaceuticals.

The prospect of final harmonisation of standards, controls, product recognition, etc, is still a long way off. But it is a prospect that will have many advantages for the industry—provided that the rules do not prevent its efficient operation. It is here that Europe looks to Britain to bring an element of common sense into the discussions.

EUROPEAN PROFILE

Back to nature

Look at the stock range of almost any continental pharmacy—and you will inevitably realise that many of the medicines are of botanical origin. Senna, cascara, rhubarb, of course, but also dandelion, turmeric, grindelia, primrose, coltsfoot and willow among the ingredients.

These products are not on the shelves because the continental pharmacist refuses to part with his pharmacognostical specimens, but because "schools" of medicines are still teaching the use of "natural" substances in the treatment of disease—and who is to say that the pendulum is not again swinging their way?

The importance of this sector of the medicines market can be judged from the fact that the Nattermann Group, a manufacturer specialising in products of plant origin, occupies eighth position in the pharmaceutical industry of the German Federal Republic. Its turnover stands at more than £25 million; it has a staff of over 2,000, and it is in the middle of a £25m rebuilding programme.

The new Nattermann complex at Bocklemünd, on the outskirts of Cologne, includes a raw materials store housing some 160 different crude drugs with a combined gross weight of over 1,000 tons. In part, this is accounted for by the company's range of medicinal tea products, but plant extracts are also very much to the fore in the prescription and counter specialities.

The Nattermann Group believes strongly

that many plants used by tradition hold secrets of value to modern medicine, and some 12 per cent of their turnover is being ploughed back into research. It is no coincidence that among the first buildings to become operative at the new site are those devoted to pharmaceutical, pharmacological, toxicological and clinical research. In addition there is a special laboratory concerned with "phytotoxology"—in which the most advanced analytical techniques are being applied to plant chemistry. For example, one of the problems currently being studied is the effect of herbicide and pesticide residues—remembering that the limits applied by law to foodstuffs do not usually apply to medicinal plants! More than 130 employees are engaged in research.

Nattermann began in 1906 as a partnership between Rudolf Lappe, a drugs wholesaler, and August Nattermann, a pharmacist. Their proprietary remedies were sold under the Dr Schieffer trademark, and it is this name that British pharmacists will recognise as the makers of Biovitale. Further introductions to the UK market are planned, and an announcement of the first of these is expected early in 1973.

Unusually for a company of this size with international ramifications, the Nattermann Group is still a family business, being headed by Dr Rolf Lappe, a member of the second generation of the founding family.

An aerial view of the Group's facilities at Bocklemünd, Cologne



FROM APOTHECARY TO PHARMACIST

The Principalities

by T. D. Whittet, Hon DSc, BSc, PhD, FRS, FRIC, DBA

There are three principalities a miniature republic and one ecclesiastical state in Europe Andorra, Liechtenstein, Monaco, San Marino and the Vatican City.

Andorra

Andorra, with an area of 175 sq miles and a population of 10,000, is the sole survivor of many former independent states in the Pyrenees, between France and Spain. It owes its survival as an independent state to a quarrel as to its ownership between the Count de Foix and the Bishop of Seo de Urgel which was settled in about 1780 by making them joint overlords. Since then Andorra has been an independent state subject to the feudal suzerainty of the Bishop and the President of France (who took over the rights of the Count de Foix). The main language is Catalan but Spanish and French are also used.

As might be expected, the titles 'Farmacia' and 'pharmacie' are both used, some showing one or other on their facades and others using both. The titles 'farmaceutico' and 'pharmacien' are also used. Unfortunately I have not been able to obtain any information on the history of pharmacy in Andorra but it seems probable that the titles 'botica', 'boticario', 'opothicairerie' and 'apothicaire' were used in the past. Drug stores of the British type exist in Andorra, known as 'drogueria' or 'droguerie'.

Liechtenstein

This country of 60 sq miles and a population of 10,000 lies between Austria and Switzerland. It is a democracy with a hereditary prince and is closely associated with Switzerland. Its language is German and the titles 'apotheker' for the pharmacist and 'apotheke' for the pharmacy. Drug stores of the British type known as 'drogeria' exist in Liechtenstein.

Monaco

Monaco has a territory of only eight sq miles—but a population of 30,000. It is

on the Mediterranean surrounded by French territory and is a few miles from the Italian border. It also has a hereditary prince. Its language is French and the titles "pharmacie" for the pharmacy, and "pharmacien" for the pharmacist, are used. Since Monaco has always been greatly influenced by French traditions it appears likely that the same changes from "apothicairerie" and "apothicaire" have been made. Drug stores of the British type exist in Monaco and are known as "droguerie".

San Marino

San Marino is situated on a high rock in the Apennines near Rimini and is entirely surrounded by Italian territory. It has an area of only 38 square miles and a population of 15,000. It is a republic governed by two regents who hold office for only six months. The language of the country is Italian and the Italian titles of "farmacista" for the pharmacist and "farmacia" for the pharmacy are in use. Presumably fashion has followed that of Italy and the succession of title from "apotheca", "aromatarius", and "spezziale" and their derivatives were formerly used. There are three pharmacies in the state and they belong to the Instituto di Sicurezza Sociale (State Institute for Social Security). Drug stores of the British type exist and are known as "drogheria".

Vatican City

This ecclesiastical state in the heart of Rome has an area of only one square mile and a population of about 1,000. It is all that remains of the Papal States which once covered 16,000 square miles.

There is one official pharmacy in the Vatican City known as the "farmacia vaticana". It is staffed by the Hospitaller brothers of St John of God, a nursing order founded over 400 years ago.

In 1874 two brothers of the order were invited to the Vatican to run a small internal pharmacy, and act as infirmarians to the Pope and Cardinals. The pharmacy changed its location several times and,

since 1929, after the creation of the State of Vatican City, has remained in its present position in the "shopping centre" there. In 1953, a Vatican Health Scheme came into being for the dependents of the state and the prescriptions of the doctors and specialists of the out-patients department are dispensed in the pharmacy. The titles "farmacia" and "farmacista" have always been used in Vatican City.

The brothers in the pharmacy are of different nationalities, keeping up a tradition of long standing. Since 1955 the head pharmacist has been an Australian.

I am grateful to Dr R. Capasso, chemist inspector, Ministry of Health, Rome, for information on pharmacy in San Marino and in the Vatican City.

KEELE CONFERENCE SCIENCE SESSIONS

A new preservative?

R. M. E. Richards, R. J. McBride and Margaret Gunn, of Heriot-Watt University, suggested the use of hydrocinnamyl alcohol (3-phenylpropanol) in combination with traditional preservatives, such as chloroform water, for the preservation of liquid preparations intended for oral use.

Studies with *Pseudomonas aeruginosa*, *Escherichia coli* and *Staphylococcus aureus* indicated that hydrocinnamyl alcohol has considerable potential.

It is cheap and readily available, and has a pleasant cinnamon-like odour and taste. No information was given on its compatibility with pharmaceutical substances and its possible adsorption in suspensions has not yet been fully studied.

In another paper from the same group, the formulation of suphacetamide eye drops BPC is criticised because of the slowness with which the official preparation regains sterility after contamination with *Pseudomonas aeruginosa*. The authors recommend the use of 0.05 per cent chlorocresol in combination with 0.4 per cent phenylethyl alcohol and 0.05 per cent EDTA, but preferably without the inclusion of sodium metabisulphite.

Further work is necessary on both the oxidative and the microbiological aspects of preservation of those eye drops.

A. J. Grace, Glaxo Laboratories Ltd, has investigated inter-batch variation of white soft paraffin within two particular grades. He employed a Ferranti Shirley continuous shear viscometer.

He found variations within a grade can be large and that, in extreme cases, this may be significant in terms of textural parameters.

Although rate of cooling was shown to alter a batch's properties the differences reported were said to be due not to the thermal history of the materials but to differences in batch compositions.

The new topical vehicle FAPG base (consisting of a mixture of propylene glycol, stearyl alcohol, polyethylene glycol and glycerin) has been investigated between 25° and 37°C by B. W. Barry, Portsmouth.

He found the base possessed suitable rheological properties for a dermatological vehicle.

The above report was omitted last week.

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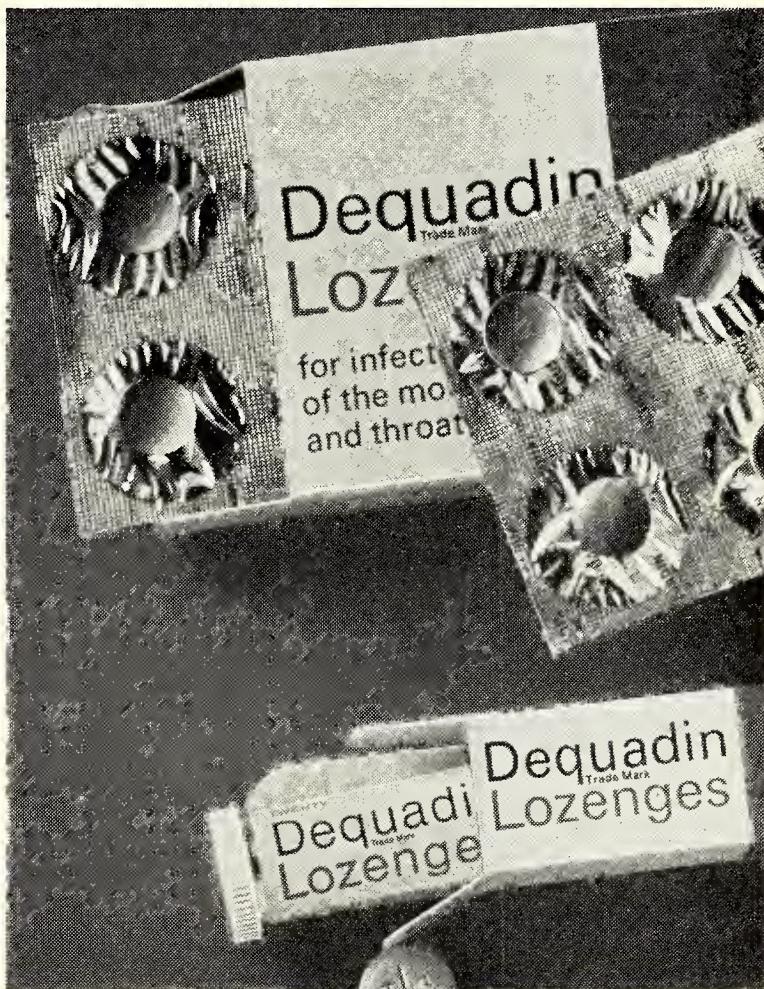
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PROFESSIONAL NEWS

Pharmaceutical Society of Ireland

Twelve pharmacists to be appointed fellows

The Council of the Pharmaceutical Society of Ireland has decided to award the Fellowship of the Society to twelve pharmacists for their contributions to the advancement of the profession.

The decision, announced at the Society's September meeting, was made on the recommendation of a special committee.

The president, Mr R. J. Power, announced that the fellows-elect would be conferred in the near future at a formal ceremony in the College of Pharmacy. He said that each recipient had enhanced the status of pharmacy in a special way and it was fitting that they should receive some "tangible recognition of their services".

The new Fellows-designate are: Mesdames Johanna P. D'Arcy and Marguerite Toomey, Sister Mary Berchmans Roche and Messrs Philip Brady, Maurice L. Cashman, James G. Coleman, Hugh P. Corrigan, Alexander Herriott, Thomas R. Miller, Christopher S. O'Connor, Richard Purcell and Richard F. Timoney.

Welcoming Mr James F. Brady to his first Council meeting since his co-option the president said he was aware that he had contributed considerably to the progress of pharmacy in the North-Western region and he looked forward with interest to his contributions at Council level.

General regret was expressed when the president stated that he had received a letter from Mr Timothy M. O'Malley resigning from the Council because of his inability to attend the meetings.

Mr O'Malley in the course of his letter stated: "After consideration for the past few weeks I have finally decided that I shall not be in a position to let my name go forward for re-election to the Council for another term of office. Due to family and business commitments I find I cannot devote sufficient time to Council work, and hence I would prefer to yield my place on the Council to somebody who would be in a position to give more time to the many and varied problems which will occupy the Council for the next few years."

The letter went on: "With (a), the advent of the new Health Scheme in October; (b), a proposed series of post-graduate lectures in this area and (c), the formation of the new Union, I believe that an increased work-load will fall on the committees of the Regional Pharmaceutical Associations."

The president said that Mr O'Malley's letter indicated the loyalty which he had for pharmacy. He was glad he would still contribute at area level and that he would not be severing his connection with his colleagues.

A letter from the Mid-Western Pharmacists' Association suggested that

monthly meetings of Council should be held on Sundays in future as rural pharmacists found it almost impossible to attend on week days.

Mr Eric Burrell said that while he sympathised with the reasons stated in the letter he did not think holding the meetings on Sundays would solve the difficulty. "The suggestion would not meet with any support from Dublin members who were already over-burdened with the work of the various sub-committees."

Mr Tom Guckian said the danger was that unless a solution was found people from country areas who had much to contribute would be discouraged from going forward for election. He thought if Council meetings were changed from 2 pm to 7 pm it might meet the situation.

Work strain

The president said the amount of committee work at present was taxing members to the limit and the situation had now reached the stage where he was concerned about the strain being placed on members. Even in the case of the monthly meeting the volume of work was growing and while he was glad to see members contributing he would not like to see the work of Council and the work involved at committee level interfering too much with the home life of members.

Mr Semple felt that the position would not be solved until the new Union came into operation. He agreed that many potential Council members were not coming forward because they could not afford to attend meetings. At present the work of the sub-committees fell almost entirely on the twelve Dublin members of Council. A solution would have to be found because problems were piling up and the situation could not be allowed to continue.

The president said he was more than concerned with the volume of work which was increasing all the time. He suggested that the incoming Council in October might examine the whole problem as a matter of urgency not only to enable members to operate with the minimum of strain but to encourage and assist potential members who would not be deterred from seeking office through the inconvenience which the present system imposed.

It was agreed that the incoming Council should examine the situation.

The president announced that a joint delegation from the Council and the Irish Drug Association would be attending the EEC Group meeting in London in October. They would meet representatives of the Association before the meeting to discuss matters of mutual interest so that a uniform approach could be agreed on.

Mr Corrigan and Mr Butler were appointed scrutineers of the ballot. Seven

outgoing members of Council, whose term of office expires, are eligible for re-election.

A review of recent activities by the Joint Health Negotiating Committee was given by Dr Boles who said they had written to the Department of Health in relation to the payment sheets being used in connection with the operation of the Health Scheme, pointing out that they were difficult to interpret.

They had raised a number of relatively small but very important matters in relation to the smooth operation of the scheme. Officials of the Department had undertaken that they would address meetings in the various regions where the scheme was due to come into operation in October.

The president said it was essential for the smooth operation of the scheme that talks be held at local level between the pharmacists and doctors.

A meeting is being sought with the Minister for Education with a view to obtaining an increased grant for pharmaceutical education.

This was announced by the president when he said it was hoped to discuss the Society's financial situation and the difficulties encountered in subsidising education. The present grant from the Department of Education merely covered the salaries of the staff. Apart from financial problems in relation to education, the Council had recently appointed a committee which would represent Irish pharmacy in negotiating with its counterparts in Europe. This would involve an annual subscription to the particular European Group in addition to the travelling expenses of delegates.

The registrar announced that the Society intended to take part in the RDS Science exhibition at Ballsbridge, Dublin, next February, when a stand would be arranged pointing out the attractiveness of pharmacy as a career for children.

Tralee bookings

A letter from Mr E. Kennelly, Tralee, conveyed his apologies for being unable to attend and reported that bookings for the Pharmacy Congress next month had exceeded expectations. To date 220 had booked into the Mount Brandon hotel and the management had arranged other accommodation for the overflow.

The registrar said that the bookings were very representative and included a number from England. It was gratifying to see an Irish Pharmacy Congress heading for the 300 mark.

Mr W. J. Butler, chairman, Practice of Pharmacy Committee, reported that the committee had discussed the proposed VAT due to come into operation in November and said it appeared that the Government had copied, to some degree, the British Government's definition of a medicine. The Department was insisting that all invoices received from whole-

lers and manufacturers should be refined for six years. Physically, this would impose an impossible burden on pharmacists and he suggested that pharmacists approach local trade organisations in an effort to have this matter altered.

The registrar reported that the president had written to the Minister for Finance on August 25 last in the following terms: "I am very concerned that the application of VAT will adversely affect the professional functions of pharmaceutical chemists 'keeping open shop for the compounding and dispensing of prescriptions and the sale of poisons'.

"These activities require, *inter alia*, the recording of transactions and the retaining of documents on a very extensive scale. Records and documents must also be filed and made available for inspection by inspectors appointed by the Minister for Health and the Pharmaceutical Society of Ireland. Further documentation will be demanded when the re-organised Health Services are fully operative. Apart from statutory obligations, pharmaceutical chemists have an ethical duty to protect the public from excessive self-medication and the dangers of drug misuse, and generally to exercise a watch-dog function over all aspects of the quality and safety of drugs and medicines."

o reward

These activities are tedious and time-consuming and frequently misunderstood by the public. They do not confer any economic reward on pharmacists. Most pharmacies are small, owner-managed businesses. I am worried that the additional clerical work involved in VAT will prejudice the ability of our members to perform their primary function in a satisfactory manner. When you become aware of difficulties peculiar to pharmacies you will, no doubt, find it possible to evolve a scheme involving the co-operation of wholesalers and manufacturers (as has been done for opticians and others) which would relieve pharmacists from additional accounting procedures without impinging on the principles of sales tax and which would not be detrimental to the revenue."

The letter added: "The Pharmaceutical Society is not concerned with commercial matters, but in my personal capacity I would be prepared to assist in the establishment of an informal working party, with officers of your Department, to ascertain the best means of finding a satisfactory solution."

The registrar stated that he had received the following reply: "I am directed by the Minister for Finance to thank you for your letter. Problems arising out of the application of VAT are appropriate for consideration by the Revenue Commissioners who will give every possible assistance. Your letter has accordingly been referred to them and they will be in touch with you directly about the matter."

When Mr Burrell reported that to-date his appeal for subscriptions to enable an economic survey of pharmacy to be carried out had amounted to £460, Mr

Shannon said he could only state that he was depressed by this disappointing response.

Mr Miller thought the appeal had not been sufficiently publicised and said that to-date only pharmacists in the Eastern region had been circularised.

Mr Burrell agreed that this was so.

The following changes of address were noted: Mrs Margaret Cox, LPSI, to 56 Tritonville Road, Sandymount, Dublin 4. Mrs Mary W. Hayes, LPSI to "Brookvale," Farnham Road, Cavan. Mrs Esther O'Connor, LPSI, to "Diogenes Rest," Bishop's Cross, Tullow, co Carlow. Miss Winifred Ryan, MPSI, to 67 Mobhi Road, Glasnevin, Dublin 9. Mr Patrick Hogan, MPSI, to 17 Arbutus Avenue, Renmore, Galway. Mr Fintan Molloy, MPSI, to "Drumcorran," Newtown, Celbridge, co

Kildare. Mr Austin O'Malley, MPSI, to 33 Elmhurst Road, Gladstone Park, Tullamaine, Melbourne, Australia. Mr Desmond O'Connell, LPSI to Cavan Street, Oldcastle, co Meath. Mr Henry Sheridan MPSI to 13 Pilkington Terrace, Sligo.

Mrs Angela Murtagh (née Clarke), LPSI and Mrs Joan Bohan (née Heaney), asst, were restored to the Registers.

Mrs Margaret Cox (née Connolly), LPSI, was granted a change of name in the Register having submitted her marriage certificate.

Nominated to membership were Mrs Lucy Kelly, LPSI, The Mall, Tralee, and Mr Thomas Wickham, LPSI, Evora Park, Howth.

Elected to membership: Mary Brennan, Michael Costello, Patrick J. Crowley, Dermot P. T. Moran.

Pharmacist struck off for 'aggressive salesmanship'

The pharmacist controlling a pharmacy chain in Cheshire was found guilty of grave professional misconduct and ordered to be struck off the register when the Pharmaceutical Society's Statutory Committee met in London on Tuesday. It was alleged that he had advertised and canvassed custom for two of his branches.

Mr Jeffery Green, managing director of Kenyon Pharmacy Ltd, was told by Sir Gordon Willmer, the committee's chairman: "What all this amounts to is a display of aggressive salesmanship more appropriate to a businessman than a professional man such as a pharmacist. This is a very grave case of misconduct on the part of a pharmacist experienced to know a great deal better".

Mr Green was accused of canvassing doctors and nursing homes in September 1971, advertising in the *Altrincham Guardian* and *Northwich Guardian*, and making a door-to-door distribution of advertising leaflets in the Northwich area.

He told the Committee that when he opened the pharmacies in Northwich and Altrincham, his intention was not to advertise his professional services but to direct attention to his price-cutting on non-pharmacy goods. He wanted to compete with prices offered in cut-price toiletries shops in the Manchester area.

Mr Green said his purpose in making telephone calls to doctors and nursing homes was merely to introduce himself as a new chemist in Altrincham.

Announcing the Committee's decision, the chairman said they were not favourably impressed with Mr Green's evidence. The advertisements in both newspapers had a certain subtlety and the full-page advertisement and editorial matter in the Northwich paper was "open to the gravest possible objection."

"I cannot help thinking that the ordinary public reading that advertisement would think it was intended to mean that Mr Green was a better professional pharmacist than his rivals in Northwich."

Mr Green has three months in which to appeal against the decision.

The Committee decided to take no action against the branch manager for Kenyon Pharmacy Ltd at Northwich. He appeared as being responsible for the door-to-door distribution of leaflets and allowing his photograph and certificate of registration to appear in a newspaper advertisement. The manager said he was carrying out the instructions of his superior in allowing two girls to distribute the leaflets. As soon as he was told that the Society frowned on that sort of thing he stopped the distribution.

The chairman said there was nothing against the manager which could be described as advertising himself professionally as a pharmacist.

COMING EVENTS

Sunday, October 1

Rhanbarth de Cymru, Pharmaceutical Society, Esplanade Hotel, Porthcawl, at 2.30pm. Regional conference: "Pharmacy and the Common Market". Speaker, Mr C. C. Stevens.

Tuesday, October 3

Epsom and Sutton Branch, Pharmaceutical Society, Bourne Hall, Ewell, Surrey, at 8 pm. Speaker: Mr R. F. Priddy (Syntex Pharmaceuticals Ltd) on "Cosmetics from pharmaceuticals—A new era?"

Somerset Branch, Pharmaceutical Society, Star Hotel, Wells, at 8pm. Mr S. Bubb (a member of NPU Executive) on "VAT".

Wednesday, October 4

Woking Branch, Pharmaceutical Society, Talbot Hotel, Ripley, at 8pm. Social and buffet.

Scottish Pharmaceutical Federation, Roxburgh Hotel, Edinburgh, at 7 pm. Annual meeting. Also Mr T. P. Astill, of the National Pharmaceutical Society, on "Value Added Tax".

Thursday, October 5

Society of Cosmetic Chemists of Great Britain, Royal Society of Arts, John Adam Street, London WC2, at 6.30pm. Mr John Bromley on "Topical and ecological compatibility considerations in the development of detergents".

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Note: All prices are per single unit. *Increased price. †Decreased price.

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Scottish report calls for standard prescribing system in hospitals

adoption throughout Scottish hospitals of a standard system for prescribing, administering, and recording of medicines, along with the development of the ward pharmacy system is recommended in a report of a joint group appointed by the Standing Pharmaceutical, Medical and Nursing and Midwifery Advisory Committees of the Scottish Health Services Council.

Such systems would "play an important part in improving the therapeutic use of medicines in hospitals and . . . enhance the standards of patient care". The report also points out that the use of a standard system of documentation would allow computer processing of data relating to medicines administration, "and thus provide a valuable source of information for the study of all aspects of the use of medicines and of their adverse reactions". The group was asked to study the control of medicines on the wards of hospitals in Scotland. "The vast increase

in the number and variety of medicinal preparations and in the complexity of therapeutic regimes has led to increasing problems in the accurate and unambiguous prescribing of medicines by doctors and in the correct administration of the medicines by the nursing staff." The report points out that with the vast increase in medicines, the scope for error in prescribing and administering had also increased.

"The causes include bad handwriting; lack of clear instructions to staff; inadequate detail of dosage; inadequate instruction regarding timing of dosage; frequent movement of staff from one hospital to another, and the use of different names for the same medicine."

Increased safety

The group say that much had been done in Scotland to eliminate errors by using standard prescription sheets . . . "There are many advantages accruing from the use of a standardised system of prescribing and administration, the most important being increased safety resulting from staff familiarity with the layout of records. Further, a standardised system achieves more efficient use of medicines and allows the use of processing techniques which assist in the study of the occurrence, frequency and associated features of adverse reactions to medicines, thus leading to early recognition of serious adverse effects. . . .

This allows for the formation of a medicines information system and a regular feed-back of information which can be used to investigate many aspects of the use of medicines in hospital and of value to the prescribing clinician. It also provides stimulation and necessary data for research into the unwanted effects of medicines.

The group recommend the use of up

to seven standard prescription sheets. The main sheet would contain—in addition to name of patient, age, ward number, unit number and consultant—eight sections relating to oral and parenteral medicines, diets and adverse reactions to medicines and a section for known medicine sensitivity.

Staffs are urged to print the name of medicines in capital letters and to write the dose clearly in the metric system.

The group concur with the Grosset report recommendation that no hospital should be without the services of a pharmacist. "We recommend that there should be a twenty-four-hour, seven-day-a-week on call system for pharmacists in all areas. . . . As a twenty-four-hour on-call system may not be practical in small hospitals we suggest the aim should be to have in every pharmaceutical area a twenty-four-hour service for advice and supply."

On samples the group are forthright.

"We do not countenance the indiscriminate distribution of samples of medicines direct to medical or nursing staff by manufacturers or their representatives. All samples of medicines to be used in a hospital must be dispensed in the pharmacy."

The group believes that "ward pharmacist systems" play an important part in ensuring the safe supply and use of medicines.

The report is titled *Control of Medicines in Hospital Wards and Departments* (HM Stationery Office, price £0.26). The members of the group appointed in August 1970 were: A. Roxburgh, group pharmacist, Glasgow Royal Infirmary, chairman; G. Calder, group pharmacist, Aberdeen Royal Infirmary; the late G. H. Macmoran, resident secretary, Scottish Department, Pharmaceutical Society of Great Britain; J. A. Myers, group pharmacist, Edinburgh Royal Infirmary, together with Miss M. F. Cullen, lady superintendent of nurses, Edinburgh Royal Infirmary, Miss C. J. T. Gatt, departmental sister, Aberdeen Royal Infirmary, A. P. Russell, physician superintendent, Bellshyde Hospital, Larbert, G. R. Tudhope, department of pharmacological therapeutics, Dundee University, and R. Higson and J. A. Clyde, Scottish Home and Health Department.

MARKET NEWS

Dull conditions in all sectors

London, September 27: All sectors of the market were quiet during the week resulting in prices being scarcely tested. In crude drugs Cape aloes remained firm at last week's advanced level but the Curaçao variety eased further at origin. Benzoin was offered over a greater price spread than previously, depending on quality. Cinnamon bark was sharply up at origin. Tragacanth and celery seed were also dearer. Changes were noted in Canadian senega and in hydrastis.

Shipments of senna from the port of Tuticorin during August were:

	UK	US	Europe
Senna	tons	tons	tons
leaves	10	34	637
pods	11	—	222

Forward rates for clove leaf oil, bois de rose, lemongrass and patchouli were advanced.

A United Nations expert on essential oils visiting India has suggested that India should take advantage of the expertise developed in essential oil production by the Regional Research Laboratory at Jorhat. He estimates that 100,000 additional acres would be needed to cope with the greater part of India's needs of essential oils and has urged the Government to grow essential oil plants on all unused land in tea estates. In his view, prospects exist for raising the exports of essential oils from Rs33m to Rs50m a year by 1977.

He wants production of additional quantities of palmarosa, vetivert, geranium, lavender, patchouli and cedarwood.

Crude drugs

Aloes: (metric ton) Cape primes firm at £315 spot; £295 cif. Curaçao £670 spot; £700, cif.

Benzoin: BPC £40 to £42 cwt spot; £37-£40, cif.

Buchu: Spot £1.00 per lb; shipment £0.92, cif.

Camphor: BP natural powder £0.85 kg spot; £0.80, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

Cascara: Spot £450 metric ton; no cif offers.

Cassia: Ligneo, whole £640 metric ton cif.

Cherry bark: Spot £380 metric ton; £370, cif.

Chillies: Zanzibar £600 ton afloat.

Cinnamon bark: Seychelles £310 ton, cif.

Cinnamon quills: Ceylon four O's £0.27 lb, quillings £0.14 lb.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.85 kg spot; £6.90, cif. Peruvian silver grey £5.80.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £700 metric ton.

Dandelion: Root £410 metric ton spot; £385, cif.

Ergot: Spot £3.10 kg.

Gums: Acacia: Kordofan cleaned sorts £305 metric ton spot; £280 cif. Karaya: No. 2 faq £22 cwt spot. Tragacanth: (cwt) No. 1 spot £300, No. 2 £280.

Hydrastis: Spot £2.80 lb; £2.60, cif.

Menthol: (kg) Chinese spot not quoted; shipment £6.25, cif. Brazilian spot £3.85; £3.80, cif, September-October.

Pepper: (ton) Sarawak black spot £380; £375, cif, white £630; £570, cif.

Podophyllum: Emodi £365 metric ton cif.

Seeds: (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £340; shipment £270, cif. **Coriander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Chinese £235, cif. **Dill:** Indian, for shipment £117, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal. **Fenugreek:** Moroccan £69 long ton, cif. **Mustard:** £60-£120 spot.

Turmeric: Madras finger £200 ton; £175, cif.

Essential oils

Bois de rose: Spot £3.65 kg; £3.55, cif.

Clove: Madagascar leaf £1.16 kg; £1.14, cif. English distilled bud £17.60. Stem £5.50 kg, cif.

Lemongrass: £2.15 kg spot; £2.00, cif.

Palmarosa: £7.50 kg spot; £7, cif.

Patchouli: Spot £6 to £7; £6 to £6.50, cif.

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January/December 1971 15,167

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BOX No. 2021

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replies to: Box No.
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Inquiries to Chief Pharmacist, Amersham 4411, Ext. 1.

Ilford and District Hospital Management Committee

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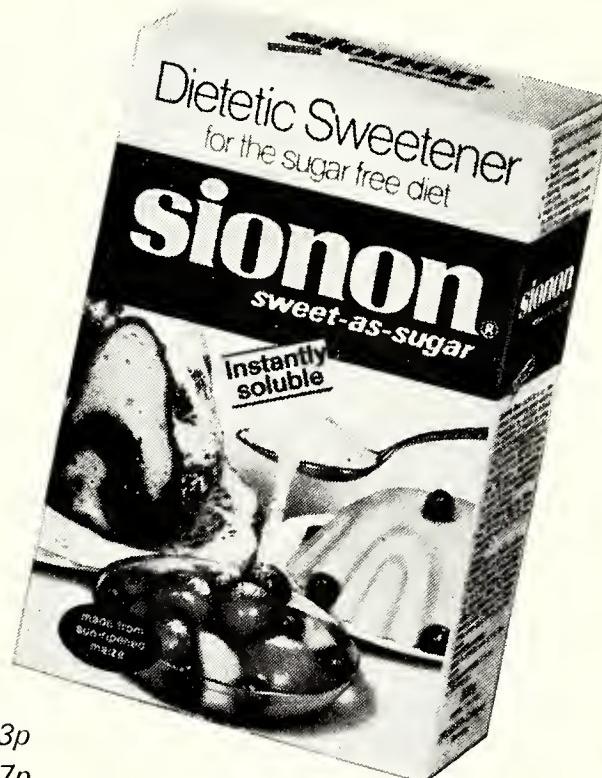
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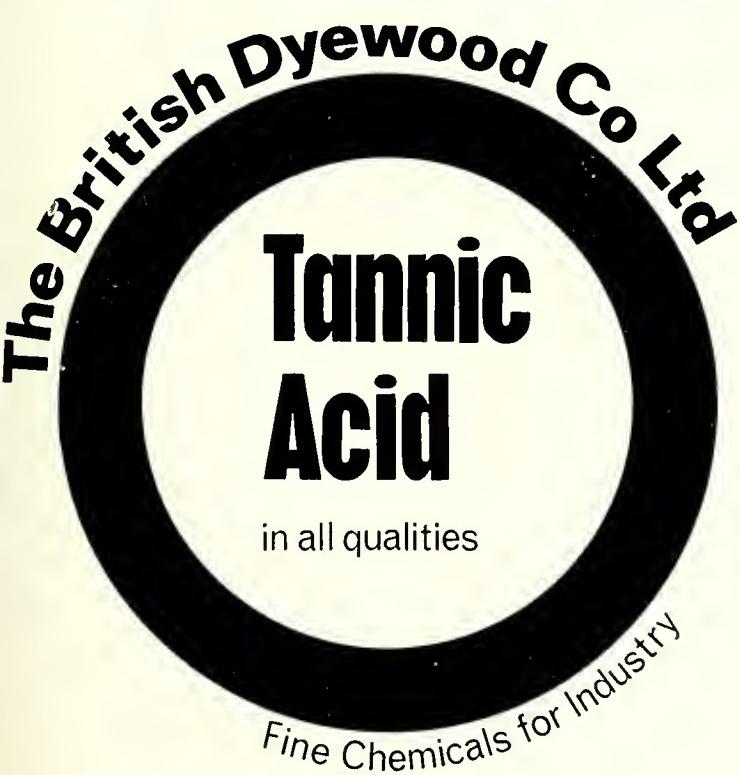
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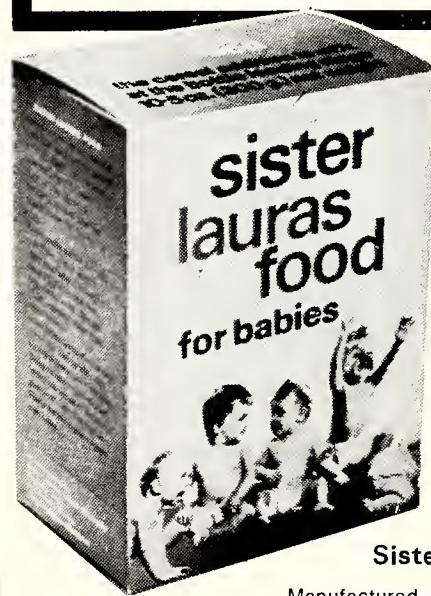
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